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International Journal of Commercial Horticulture

Vol. XIV

JULY, 1911

No. 1

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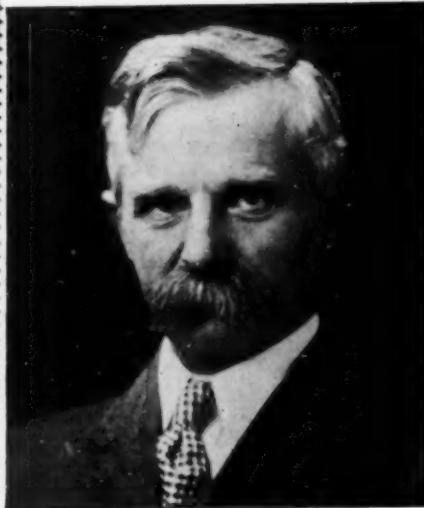
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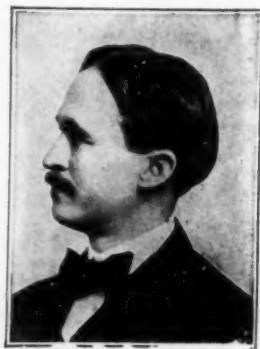
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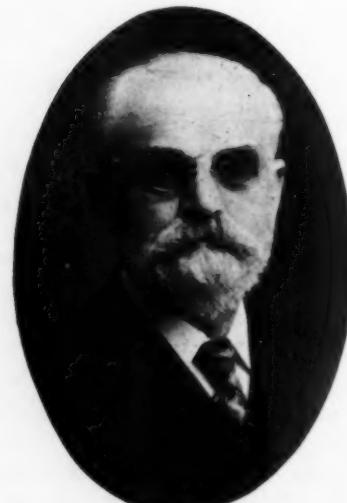
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American Fruits

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ROCHESTER, N. Y., JULY, 1911

No. 1

American Association of Nurserymen

Proceedings of Thirty-Sixth Annual Convention at St. Louis, June 14-16--Practical Topics a Feature--Representative Attendance--Important Action on Legislative Matters--Root Knot Test Plan Adopted--Classification of Grades and Prices--J. W. Dayton Elected President--Committee Reports--Boston Next Year

WHEN THE FIRST session of the thirty-sixth annual convention of the American Association of Nurserymen was called to order in the spacious hall of the Southern hotel in St. Louis, June 14th, there was a large and representative attendance of members; and a number of ladies.

The welcome by Mayor Kriesmann was responded to appropriately by J. W. Hill, of Des Moines, in behalf of the Association.

President W. P. Stark delivered his annual address to an audience of closely attentive representatives of a trade whose interests were considered in most thoughtful manner in every paragraph. The address was followed by continued applause and as soon as this had subsided John S. Kerr, Sherman, Tex., said: "This is one of the most appreciative, opportune, discriminating, comprehensive and progressive addresses ever delivered by a president of this organization before it. I move that a committee of three be appointed to consider the recommendations therein and to present a report thereon."

This motion was seconded by J. W. Hill and was put by Vice-President E. S. Welch, of Shenandoah, Ia. It was unanimously adopted.

Reception to Gov. Colman

During the delivery of the president's address former Governor Norman J. Colman entered the hall. He was invited to a seat on the platform and later he made a brief speech, in response to a request by President Stark. Governor Colman referred to conditions before he secured the establishment of a United States Department of Agriculture and of his appointment of Prof. T. E. VanDeman as the first head of the Bureau of Pomology.

Upon motion of C. L. Watrous, Governor Colman was made an honorary member of the Association, by unanimous rising vote.

J. W. Hill said there was no formal report from the Committee on Co-operation with Entomologists. The committee has endeavored to preserve harmony; and that is the object of the committee. The work of the committee was covered by the president's address.

Orlando Harrison, Berlin, Md., said that the Committee on Publicity has not spent a dollar of the Association's money because the appropriation of \$500 as too small to accomplish any direct results.

Jefferson Thomas, Harrisburg, Pa.: "I suggest that the Association appoint a committee to combine the efforts of the committees on publicity and trade opportunities and receive a report on some definite plan at the next convention; also that provision be made to supply an adequate fund for such work in due time."

Tariff Committee

Chairman Irving Rouse of the tariff committee, presented the following as covering the work of his committee:

May 29th, 1911.

W. P. Stark,
Louisiana, Mo.

Dear Sir:—Replying to your favor of May 26th, the last tariff act has proven, I think very satisfactory to the trade in general. The vexatious matter of the government valuation so far as seedling stocks are con-

cerned has been done away with entirely. There have been less questions than usual raised in regard to the administration of the act.

Evergreen seedlings on which duty was arbitrarily levied by the New York Appraisers, have finally been admitted free, and while no instructions have gone out to that effect I do not believe any one will be called upon to pay on this article, next season.

Reciprocity with Canada will result in a 17½% duty on nursery stock instead of the present 25% both in Canada and the

demoralizing, as we all know. One price to one man and another price to another for the same commodity is a bad principle in business."

Final Reports

The auditing committee reported that it had examined the books and accounts of the secretary and treasurer and had approved them. The report was adopted. Report of the committee on exhibits was presented as published in another column.

The committee on the president's address reported: "We recommend the appointment, through the president, of a special committee on the matter of a change in the date of the annual conventions of this Association; and that this committee co-operate with the state vice-presidents in the preparation of a report to be presented at the next convention. With regard to an increase in the membership fee the committee is unable to recommend an increased fee at this time; but it suggests that the matter be given careful consideration in connection with the need by the executive committee for funds for prosecuting the work of the organization. The committee favors the publicity proposition brought up by the president in his address; but it is not able at this time to make any recommendations. It suggests reference of the subject to the executive committee."

Jefferson Thomas moved as an amendment that a special committee of seven be appointed to prepare a report for the next convention on a definite plan for combining work in the direction of publicity and extension of trade possibilities referred to in the president's address. The report as amended was adopted.

President Dayton in Chair

At this point J. W. Hill, at the request of President Stark, escorted the newly elected president, Mr. Dayton, to the platform where the gavel was formally turned over to him by the retiring president.

President Dayton thanked the Association again for the honor conferred and reiterated his determination to do all in his power for the advancement of the interests of the organization. "We must get rid of all selfishness and push for the good of the association and be ready to stand up for our rights" said he.

Rising Vote for Mr. Stark

E. A. Smith—"I move that this Association show its appreciation of the splendid work of our retiring president by a rising vote."

President Dayton—"I am very pleased indeed to put that motion as my first official act."

The motion also included appreciation of the invitation by Mr. Stark to visit the nurseries of his company at Louisiana, Mo.

Mr. Hill presented the report of the committee on final resolutions. This referred to the death of Prosper J. Berckmans, Samuel C. Moon and James Kennedy, in the last fiscal year.

Upon motion of Mr. Hill the convention adjourned.

Read the reports of the Legislative Committee and the discussion thereon. Study this important Nursery subject. In this number.



J. H. DAYTON
Of Painesville, O., President American
Association of Nurserymen

United States. This arrangement should help Canadian sales especially from nurseries in the North West.

Yours truly,

IRVING ROUSE.

Secretary Hall announced appointment of special committees as follows:

President's address—John S. Kerr, Prof.

John Craig, J. H. Skinner.

Auditing accounts—Peter Youngers, E. W.

Kirkpatrick, Charles T. Smith.

Final resolutions—J. W. Hill, W. H.

Heikes, Clarence Mayhew.

Standardization of Prices

Abner Hoopes, West Chester, Pa., read a paper on standardization of prices. "We should have a standard of values and a corresponding standard of prices," he said. "The silversmith stamps his ware sterling or plated and the value is known thereby. Every nurseryman should charge a price sufficient to enable him to deliver stock of sterling quality. This does not mean a combination of prices, but uniformity to serve as a basis of confidence to the customer. The sliding scale of prices is

Action on State and Federal Laws

Lively Discussions Upon Restrictive Statutes of Maine, Montana, Colorado and Wyoming, Followed by Resolution That American Association Committee and President Conduct Test Cases in These States--Strong Resolution Opposing any Legislation Like the Simmons Bill

AT THE OPENING of session on the second day of the convention, Peter Youngers stated an experience of his office during the spring business this year. An order for nursery stock was received through the mail from Joliet, Montana; it was filled at Geneva, Neb., and the money was paid for the stock. Delivery at Joliet was held up for a time by the state horticultural department which demanded \$25 before the stock would be released. This demand was made under the Montana law requiring that nurserymen outside of the state shall procure a license to do business in Montana. Mr. Youngers refused to pay the \$25 and notified the Montana authorities that there was no justice in a law in Montana that would attempt to prevent Mr. Youngers from doing business in his own town of Geneva, Neb. The Montana people said that their law covered transactions either by a live salesman or a catalogue invading their state.

The matter was brought to the attention of the American Nurserymen by Mr. Youngers in connection with case of W. C. Reed, Vincennes, Ind., cited in full in recent issue of AMERICAN FRUITS, regarding destruction of his nursery stock by Colorado authorities. Reference was also made to trouble arising over a shipment of nursery stock to Wyoming.

"In my opinion," said Mr. Youngers, "all these cases should be taken into the courts and fought to a finish. We have \$5,000 in our treasury; this money could well be employed in defending the rights of nurserymen generally by making test cases of these mentioned. To place the responsibility upon the individual or the Western Association is shirking the issue."

A. J. Brown—"There are laws requiring bonds and licenses in several states in the West. Their constitutionality certainly ought to be tested."

Characterized as Blackmail

C. L. Watrous—"In my opinion the attempt of the Montana authorities to hold up Mr. Youngers' shipment is blackmail. This association should take up this matter."

E. S. Welch—"According to the last report of the secretary of the Board of Horticulture of Wyoming, nurserymen are paying \$600 per annum for the privilege of doing business in that state."

C. T. Smith—"This association has \$5,000. Let's keep it busy. It is doing little good in bank at small interest. Let us put it to use in testing these cases. I move that the executive committee and the president be authorized to contest the laws referred to and to use the funds of this organization for that purpose, to the amount they deem advisable."

George H. Whiting—"I second that motion. We have been sending catalogues into the states of Wyoming and Montana; but last year we discontinued this on account of the laws referred to. We have refused to take out the licenses required by those laws, because we regard the whole thing as a hold-up."

A. J. Brown—"I would like to hear from the executive committee on this matter. That committee has stated that the American Association could give only a small amount of money to test these cases; the committee has said it is a matter largely for the Western Association of Nurserymen."

E. M. Sherman, Iowa—"I speak for the executive committee, whose position is not one of objecting to the trying out of these cases. We do object to the trying out of cases of any individual firm at the expense of this organization. If it is to be the policy of this association to try out individual

ATTITUDE OF AMERICAN ASSOCIATION OF NURSERYMEN REGARDING FEDERAL LEGISLATION.

Following is the resolution adopted by the American Association of Nurserymen at the thirty-sixth annual convention in St. Louis, June 15, 1911:

"Resolved, That the report of the chairman of the legislative committee be accepted and that this Association heartily and thoroughly approves of the course of its legislative committee in connection with federal legislation during the past three years, and further,

"Resolved, That this Association confers on its legislative committee full power and authority to act for it during the coming year in all matters of federal legislation, with the suggestion that this Association favors federal inspection on sane, safe and practical lines, and that said committee shall use its strongest efforts to defeat any legislation that will place such absolute, arbitrary and discretionary powers in the hands of the Secretary of Agriculture and his bureau chiefs as has been proposed by the bills under discussion during the past three years."

cases, I have fifty of my own that I would be glad to have cleared up for me. Nearly all of us here have such cases. If we were to go at these cases as has been proposed here, you would not have money enough to carry them very far, and we would land just where we are today. In my opinion the bonding and licensing features of these state laws will stand the test that is proposed."

Mr. Whiting—"Why not start with this case? It will serve as a test suit."

Mr. Sherman—"We might better prepare a case that would stand in court."

Mr. Watrous—"I suggest that we engage an attorney in the matter."

Mr. Sherman—"The executive committee has no objection to making a test of these laws. This is usually done by the legislative committee. If it is the desire of this association to test the laws let the motion be put in definite form and instruct the legislative committee to act."

Mr. Ferguson—"I ask Mr. Youngers if in his opinion he has a case against the Montana authorities. Has he consulted an attorney?"

Mr. Youngers—"I have not consulted an attorney."

Mr. Hale—"How about other businesses? Are they meeting same conditions in these states?"

President Stark—"They all have their troubles."

Mr. Ferguson—"In my judgment there is not much of a case here against the Montana law, inasmuch as the stock has been delivered and has been paid for. The instance cited might be an aid in prosecuting a well prepared case."

J. C. Hale—"Why could not this matter be referred to the Interstate Commerce Commission to be adjudicated without going into court?"

Mr. Youngers—"This is more of a constitutional question."

William Pitkin, chairman of legislative committee—"I am in hearty sympathy with the suggestion that the laws in the state mentioned be tested. When my report on

legislation is presented it will show that similar questions have come up in the Eastern states. The time has come when this association must fight such state legislation as has been referred to here today. There is additional trouble yearly. The position taken by your executive committee is all right. The association, without a careful examination of the facts, should not authorize the prosecution of any particular case. The safest plan is to authorize the executive committee to arrange test cases under the advice of legal counsel.

C. T. Smith—"I propose that a test case be prepared and instituted in each state complained of, under the direction of the executive committee and the president of the association."

Mr. Youngers—"The proper way is for the executive and legislative committees to decide on the cases to be tried."

Mr. Sherman—"I move that the motion be tabled, pending the report of the legislative committee." Seconded by Mr. Watrous and carried.

Chairman Wm. Pitkin of the legislative committee then presented his report as published on another page in this issue of AMERICAN FRUITS.

Mr. E. A. Smith—"This is a most painstaking report and reflects much credit upon our legislative committee. I move a rising vote of thanks." Carried.

Edward Osborne—"This report vitally interests not only all the members of this association, but also every nurseryman in the United States. We should take more than passing notice of it."

Directly Opposed to Simmons Bill

"This association should record itself as directly opposed to the Simmons bill. I think we should have a unanimous vote on the resolution. I move that the report of the legislative committee be adopted."

J. H. Dayton—"I want to second heartily the motion motion by Mr. Osborne."

"There is no nursery in the United States, in my opinion, but what its value will be reduced fifty per cent. the moment the Simmons bill becomes a law. The bill says the secretary of legislature may do so and so. The man who has the power often exerts it."

"This bill would place the nursery business of the entire country absolutely and wholly within the hands of one man, of one official in Washington to do with it as he sees fit."

Mr. Watrous—"As far as the report opposes the Simmons bill, I heartily agree. For years I labored in favor of a federal inspection law that in my opinion was mild and was one that we could have lived up to. I still think a carefully prepared law would have saved us some of the drastic laws. I think we ought to favor a reasonable inspection law; but I do not believe we should place absolute power in the hands of one man."

Mr. Pitkin—"I appreciate what Mr. Watrous has said. I want to say again that the position of the committee has not been totally against inspection. We have stated repeatedly that we are in favor of proper inspection of nursery stock. At the suggestion of Mr. Howard, of the Bureau of Entomology, we drafted a bill for inspection on sane and practical lines; but we were unable to obtain a conference with Mr. Howard. He could not find time between March and the following winter to take up the matter with us! That bill was turned over to the congressional committee in April, 1910. But the committee discarded our bill for that of Mr. Howard. He has said he would

not favor any bill in which he was not given full charge of control of all matters concerned. He insists that he must have the discretionary power at all times."

Mr. Stannard called for the question, saying that the members of the association were fully informed now in the matter. The resolution presented by Mr. Pitkin for the committee was unanimously adopted.

It was again suggested by Mr. Watrous that something ought to be put on record with regard to favoring proper inspection.

Orlando Harrison—"We have already got a fight on our hands. We have got all we can attend to. There is no occasion for us to court any more trouble. Those fellows down in Washington don't need any encouragement on this inspection business."

John Watson—"The resolution is unani-

TO TEST STATE LAWS

The following resolution was unanimously adopted, regarding action upon restrictive state laws:

"Resolved, That the president, executive committee and legislative committee be instructed and authorized to arrange for and conduct test cases in connection with the legislation affecting nursery interests in the states of Maine, Montana, Colorado and Wyoming; and to expend such amount as in the judgment of the executive committee is advisable."

mously adopted. Anything else is out of order."

As the matter then stood the Association had taken no position in its resolution on the matter of inspection.

Later in the session, after the election of officers had taken place and the city for the next meeting had been selected, Chairman Pitkin, of the legislative committee, announced that in deference to the opinions of all the members, another resolution on the Simmons bill had been drafted and the committee begged leave to submit it. The new resolution contained a clause favoring sane and safe inspection. Mr. Pitkin moved the reconsideration of the action on the original resolution and then presented the revised resolution, published herewith in full. This was adopted unanimously.

Election of Officers--Place of Meeting

The state vice-presidents, upon which devolves the duty at each convention of preparing a slate for the election of officers and a suggestion of a place for the next annual meeting, presented the following report, under the direction of their chairman J. W. Hill, and through their secretary, Mr. Chase, of New Hampshire.

"Thirty-one states represented at the meeting of the state vice-presidents. The following nominations were proposed for the officers of the Association for the coming year: President, W. H. Wyman, North Abington, Mass.; vice-president, J. H. Dayton, Painesville, O.; secretary, John Hall, Rochester, N. Y.; treasurer, C. L. Yates, Rochester, N. Y.; Executive committee: H. B. Chase, Huntsville, Ala.; E. M. Sherman, Charles City, Ia.; J. M. Pitkin, Newark, N. Y. Next place of meeting: Boston, Mass.

"We suggest that the raising of an entertainment fund among the members of this Association be discouraged.

"We recommend that the Association favor the movement for one cent letter postage and the establishment of the parcels post."

When the question of action on the report of the state vice-presidents was presented, J. B. Morey, Dansville, N. Y., moved to proceed to ballot for officers of the Association separately, on a division of the report. Adopted.

Nomination of Mr. Dayton

John Watson, Newark, N. Y.—"Mr. President: These recommendations by the state vice-presidents are suggestions only. It is inevitable in an Association so large as is this that the members should have friends in whom they are especially interested. There is a spirit in New York State, as throughout the country, in favor of direct primaries. There will be a fuller, freer discussion if the polls are opened in this way and all have opportunity to express their choice.

"The presidency of this Association, Mr. President, is the most distinguished honor that can come to a nurseryman. To it there has been added new luster by the names of Barry, Brown, Kirkpatrick, Stark and others. I have been asked to name a man who has served this organization as long and faithfully as any of the men named, one who has worked night and day for its interests, one who at least should be considered in passing these honors around. I have in mind the man who at the Rochester meeting of this Association made a speech that has been quoted around the world, a speech which I would rather be able to make than to take all the nursery orders that have been taken during this whole meeting. I esteem it an honor to name for the presidency of this organization Mr. John H. Dayton, of Painesville, O."

Amid the thunders of applause Mr. Berckmans, of Augusta, Ga., arose and seconded the nomination, as did others.

Chairman Hill, of the state vice-presidents—"Mr. President, I move that the rules be suspended and that the secretary cast one ballot bearing the name of Mr. Dayton."

Mr. Watson—"There are two names before the house."

Mr. Pilkington, Portland, Ore.—"I move

that the report of the vice-presidents be laid on the table."

Mr. Hill renewed his motion and it was carried unanimously.

Mr. Dayton Elected

Mr. Dayton was declared the choice of the Association. He was called to the platform. He said: "I certainly do appreciate the honor which you have conferred upon me. I promise that I will do my best and if the Association as a body will co-operate we shall progress as never before and will place the organization on the solid business basis in the country to which it belongs."

Mr. Wyman was then unanimously elected vice-president. He was asked to respond. He said: "Gentlemen of the Association: I have always had respect for the good judgment of this organization; and I think it has never so well manifested that good judgment as today in selecting the right man for president. I thank you for the honor you have conferred upon me also. It will be my pleasure to accept and to assist the president and other officers in every way in my power."

The secretary and treasurer and the executive committee, were elected in regular form.

Regarding the place for the next meeting, Secretary Chase, of the state vice-presidents stated that invitations had been received from Washington, St. Paul, Boston and Niagara Falls.

Boston in 1912

Mr. Morey moved that Boston be named. Mr. Sherman moved to substitute Chicago. The latter motion was defeated with a loud roar. Mr. Meehan, of Dresher, Pa., made an extended argument for Philadelphia which he referred to as "the city of brotherly love." This sounded as old as the Independence bell, and to get back to business, Mr. Robinson, of Massachusetts, made an eloquent plea which brought a unanimous vote for Boston. Mr. Wyman, president of the Massachusetts Association of Nurserymen, adding his voice in favor of that city.

Mr. Robinson took occasion to score what had been said about the ravages of insect pests in New England. "Come and see for yourselves what exaggeration has been expressed here in convention," he said.

A. J. Brown moved that the report of the legislative committee the resolution bearing thereon and the Simmons bill be printed in full and sent to every nurseryman in the United States. Carried.

Secretary Hall asked to be instructed as to the use of prices in advertisements in the Badge Book. Upon motion of J. C. Hale it was voted that there shall be no prices in Badge Book advertising.

Root Knot

E. A. Smith, vice-president of the Jewell Nursery Company, Lake City, Minn., who presented to the American Association of Nurserymen at the Denver convention last year a most important paper on the subject of root knot, again brought the subject before the Association in an address at the St. Louis convention in which he urged the wider adoption of his previous sug-

gestion that nurserymen should make special arrangements to determine the effect of root knot by comparative tests to be continued through a series of years; this to be done by the planting of infested trees and of non-infested trees in separate blocks for the purpose of comparing results. "In this way we can get evidence of the greatest value," said he. The nurseryman should not leave this matter entirely to the entomologists. They should determine facts for themselves.

F. A. Wiggins, vice-president, Washington Nursery Co., Toppenish, Wash. "The standardization of inspection is as important as the standardization of prices and of grades of nursery stock. I think this subject should be taken up with the state agricultural colleges. What we should have is a standard of requirements for inspectors."

Start Made in Texas

J. W. Kerr—"We have felt in Texas the need of making just such experiments as have been here suggested. In Texas we have entered into series of five-year experiments to prove that root knot is not injurious to trees. We have planted trees as has been suggested by Mr. Smith. We feel that we have also gained a great step by securing the co-operation of the experiment stations. We have accomplished this through the publicity committees of the nurserymen's association and the experiment stations."

George J. Bagby—"We find that there has been a marked improvement in the attitude of inspectors in a number of states as the result of the publicity brought out by the discussion of this subject at the Denver convention last year. There is a spirit of more fairness. While some trees have been rejected on account of crown gall or hairy root, it has been a smaller percentage and on a fairer basis. We note special improvement in this regard in western states; also in Virginia."

The appreciation of the work of Mr. Smith of Lake City, was expressed by the American Association at St. Louis in a rising vote of thanks.

DID YOU HEAR IT?

(Tune: "Kelley")

W-E-B-E-R
Has anybody here seen Weber?
Weber with the great big heart—
He is a Dutchman through and through,
He's been good to me and you.
Has anybody here seen Weber?
Weber with the great big heart—

A PECULIAR SIGNIFICANCE

"To the nurseryman the mysteries of nature have a peculiar significance. As he works in nursery rows, somehow he feels that he is in reality close to nature. The nurseryman looks beyond the fields he plows and sees orchards over great acreages in bloom; he looks still beyond and sees train-loads of fruit moving to the great markets of the world, and he asks himself, 'Have I not been indeed the instrument for the dissemination of earth's best products for the benefit of all mankind?'" —Jim Parker.

Reports of Committee on Legislation

Clear Analysis of Conditions Confronting Nurserymen and Orchardists of the Country as Outlined in June Issue of "American Fruits"--Unnecessary Radical Legislation Strongly Opposed--The Reason Therefor--Dr. Howard's Peculiar Position

AS PROPHECIED by "American Fruits" the legislative committee of the American Association of Nurserymen at the St. Louis convention was the most important feature of that meeting. The subject of legislation occupied a considerable portion of the address of President Stark who presented it directly along the lines in which it was presented in the June issue of AMERICAN FRUITS. The report of the legislative committee was made a special order for the opening hour of the second day's session when it was known that there would be a representative attendance at hand to consider it. The subject was accorded the undivided attention of the Association during the time it was under consideration.

The report occupies twelve typewritten pages of commercial size. It is an elaboration of the page or more of matter published in the June issue of AMERICAN FRUITS and embodies a history of the important and very active operations of the committee in the interest of the nurserymen of the entire country.

Outlined in "American Fruits"

Inasmuch as we gave in our June issue a comprehensive outline of the subject and prominently attracted notice of our readers to the importance of suggested action by the American Association, we present at this time such abstract of the report as will give added information and show the ground upon which the Association took action at St. Louis.

Chairman Pitkin, of the committee, has spent much time and labor in preparing a report which shall clearly indicate what has confronted the nurserymen and what is confronting them today. His associates on the committee are Irving Rouse, J. M. Pitkin, J. H. Dayton, Abner Hoopes and Thomas B. Meehan. The report in full will be published at the expense of the American Association for distribution to all nurserymen.

After reviewing the activities of the committee in relation to H. R. 8611, which is the present Simmons Bill in Congress and which was introduced May 4, 1911, the substance of which was published in our June issue, the committee says:

How the Law Would Work

"Under this bill it would be entirely possible for the Secretary of Agriculture dur-

ing December of any year to issue an order of quarantine against some particular district in France; let us say Angers for example, and if such a quarantine order were issued, any stock for which you had contracted in Angers six months or eighteen months previous, could not be shipped to you, and you all know that at that date it would be absolutely impossible for you to purchase at other places most of the stock that you would require, consequently you would have none of that material for your subsequent Spring planting. Your rotation of crops would be interfered with, and not only yours, but many other nurserymen, and that is where the interests of the fruit growers and orchard men will be defeated, for when a year came around during which that planting would naturally come into market, there would be a shortage of trees, and prices would go to the limit.

Unnecessary Radical Legislation

"It is not believed by your committee that there is any necessity for such radical legislation. We have had experience with the brown tail moth question during the past three years, and it has been entirely possible to control it, and we see no reason why authority should be given for an absolute quarantine of nursery stock.

"No special argument is needed to show you the danger of the provision for a quarantine against any certain state or portion thereof. The section speaks for itself, and we can all imagine what might happen if such authority were lodged in the hands of any one official. On the recommendation of some inspector, Dr. Howard might decide that Monroe County, New York, or Lake County, Ohio, were danger spots, draw a circle around those counties, and while that quarantine was in force, not a tree or a plant could be shipped out of those counties; certainly too much arbitrary power to be placed in the hands of any one man, and with no chance for appeal from his decision.

Arousing Sentiment

"It seems desirable to give you a little further information as to the course that has been followed by your committee and by Dr. Howard, and his friends, for the reason that it is evident that there has been a campaign of newspaper publicity on this subject, with the idea of stirring up agitation and arousing a sentiment in favor of the Simmons Bill, and when in these remarks Dr. Howard is spoken of, it is to be considered as referring to Dr. Howard and his assistants, who are working together on this matter, and evidently in concert.

"During last winter we received letters threatening that if we did not cease our opposition to the bill then in Congress, that they would start on a campaign of newspaper publicity, and show us up, and we told them to go ahead, and that we would be very glad to be shown up in connection with this matter. They have implied bad faith on our part, but as far as that is concerned, your committee feels that it has not been treated fairly, and is fully justified in any steps that it may have taken.

Dr. Howard's Bad Faith

"For several years there had been a tacit understanding as admitted by Dr. Howard, that there would be no legislation of this character without consultation.

"Contrary to this understanding, Dr. Howard and four friends got together quietly in the winter of 1909, formulated a bill, got it

through the House, and almost through the Senate, before the nurserymen knew anything about it.

"That bill provided for inspection on the dock at New York, an utterly foolish proposition, and so admitted later by Dr. Howard, and yet in some of the articles that they are publishing, they attack us for killing that bill.

"At that time Dr. Howard agreed to meet us in conference, and endeavor to formulate a bill that would be satisfactory all around. We tried our best, both by letter and personal call, to secure a conference with Dr. Howard during the summer and Fall in 1909, and were unable to do so. We had some correspondence with him, but were unable to reach an agreement, and as you all know, there are lots of matters that cannot be arranged by correspondence, but can be harmonized in a conference.

Inspectors Broke Faith

"In January 1910, Mr. Rouse and your Chairman were invited to attend the convention of the Horticultural Inspectors at Boston, to discuss federal legislation.

"We took to that conference, a bill sometimes known as the Nurserymen's Bill, which had been drawn up by us at the suggestion of Dr. Howard, and not because we had any legislation to propose, but simply to get our ideas on paper, so that they might be discussed with him. At the Boston meeting the Nurserymen's Bill was carefully considered, discussed, and that meeting voted to adopt the bill, and instructed its legislative committee to support it, with one or two slight amendments.

"Notwithstanding that action, the legislative committee of that organization appeared at a hearing at Washington in April following, and supported Dr. Howard's position and opposed the position of the nurserymen.

Admits He Was Bluffing

"During the winter of 1909, Dr. Howard issued an order to the steamship lines running into New York, and the railroad lines running out of New York, to the effect that they were not to handle any nursery stock on account of the suspicion of Brown Tail Moth, and cited as his authority a certain law passed in 1905, and called their attention to a penalty of \$5000 for a violation of that law. The railroads were afraid of Washington anyway, and did not know what was going to happen to them, and shipments of nursery stock were held up in New York during the winter for a week or ten days.

"Under the law of 1905 quoted by Dr. Howard, he had not a shadow of authority for his action, and afterwards in Washington admitted that he had no authority, and said he was only bluffing.

"Is a man who will do as Dr. Howard then did, without any authority whatever, a safe man to intrust with the absolute control of the nursery business of the country, and with no opportunity provided for an appeal from his decision?

A Pretty Big "Handful"

"As to the statement that the opposition comes from a small number of importing nurserymen, that the main body of the nurserymen are not interested in the matter, and do not import nursery stock, I am told by six agents of foreign houses that during the last winter they had in this country 650 customers who bought French nursery stock,

Here's a Mighty Fine Opportunity for a Good Man Who Knows the Nursery Business, or a Firm Who Wants a Branch House.

I own one of the best greenhouse and nursery plants in the country—50,000 feet of glass is now in carnations and 130 acres in general nursery stock. I am a banker, a mighty busy man, and cannot give this enterprise the attention it deserves. A reliable nursery firm, or a competent man who possesses good business ability, will be sold a half interest at a fair price and on reasonable terms. It is desirable—but not absolutely necessary—that such a man should have a knowledge of greenhouse management and a married man is preferable. This locality is unexcelled for growing many kinds of nursery stock, and I believe it is an opportunity for a nursery firm or a capable man to establish a splendid business. If you feel that you are the type of a partner I am looking for, and can invest from \$15,000 to \$20,000 write to me at once.

V. Z. McFarland Publicity Service,

Box 3, Harrisburg, Pa.

Peach budders, who know how, wanted now



Established 1888

Dansville Trees

Enjoy the distinction of being the best in the U. S., guaranteed true to name and free from scale.

We have over 300 acres devoted exclusively to the propagation of hardy, upland trees, consisting of Plum, Pear, Cherry, Apple, Quince and Carolina Poplar.

Send for prices for buds for budding and trees for fall 1911, spring 1912.

Personal attention given each and every order.

You have tried the rest, now try the best.

MALONEY BROS. & WELLS CO., Dansville, N. Y.

and 889 customers who bought Holland nursery stock. A very large majority of these customers were direct importers of foreign nursery stock, the goods being billed to them, and entries made in their name.

"The statement has also been made by Dr. Howard, that the amount involved in this matter was very small, only about \$300,000, and that it was ridiculous to endanger the country for the sake of a little business amounting to \$300,000 a year, and that it would be cheaper for the Government to buy up the nurserymen for that price, rather than to admit foreign nursery stock.

\$2,000,000 Involved

"The amount involved does not affect the justice of the proposition, but nevertheless Custom House records show that the entries at New York City alone for the year ending June 1st, 1910, were \$970,000, and it is a conservative estimate that the value of all of the articles covered by the Simmons Bill will run not less than \$2,000,000 per year. Remember this is foreign valuation, to which should be added fifty or sixty per cent to arrive at the value in this country. This shows the value of Dr. Howard's estimates, and places a doubt on some of his other statements.

"Your committee has been attacked by Dr. Howard for its course in this matter, and the statement has been made that while we expressed ourselves as favorable to inspection, that we had by defeating proposed legislation, shown that we were opposed to any and all legislation on this subject.

For Sane Inspection

"Your committee did state in Washington that it was not opposed to the principle of inspection, if done on safe, sane, and practical lines, but we have felt that the bills proposed, placed very large discretionary

powers in the hands of the Secretary of Agriculture, and that means Dr. Howard or somebody under him, and we can say frankly that we are opposed to any bill that will place discretionary powers in his hands, for from what we have seen of his acts during the past three years, we do not feel that it would be safe for the nursery interests of this country to place itself unreservedly under his control.

Not a Safe Man

His action in 1909 in attempting to secure legislation without consulting the nurserymen, and legislation that he afterwards acknowledged was impractical, and further his promise to consult with us in relation to a bill, which promise he did not keep, his action in ordering railroads running out of New York to refuse to handle nursery stock, and this action taken without authority, as afterwards admitted by him, the action of his friends in adopting the Nurserymen's Bill, and then later on opposing it, and supporting Dr. Howard, all show your committee that in its opinion, Dr. Howard is not a safe man in whose hands to place such large discretionary powers, and in our opinion any legislation backed by Dr. Howard should be opposed by this association.

Lost Confidence in Him

"Your committee has stated that they were not opposed to federal inspection on safe, sane, and practical line, but that they could not stand for a bill that lodged arbitrary, and discretionary powers in the hands of Dr. Howard, and the bill known as the Nurserymen's Bill, and submitted to the House Committee on Agriculture at the request of Chairman Scott, is evidence on that point.

"Dr. Howard insists on a law clothing him with absolute and discretionary powers, and your committee feels that Dr. Howard has handled this matter from the start in such a way that we have lost our confidence in him, and fear that if any bill is accepted by us, and allowed to go through, that it simply means amendments the following year, which can be slipped through and added on to the law, with of course much less effort and much less publicity than is connected with the passage of the original bill."

State Legislation

The following report on state legislation was presented to the St. Louis convention by the legislative committee, through its chairman, William Pitkin:

"Another matter that has come to the attention of your committee is legislation in the State of Maine affecting nursery interests, and particularly nursery salesmen.

"The law is modeled on the usual lines, requiring certificates to be attached to each package, and providing for power to inspect etc., should it be deemed necessary.

"A bad feature of the law is that it provides that each agent shall take out a license, and pay therefor a license fee of \$10. If the law were strictly enforced, this would mean that every nursery concern doing business in Maine must take out a license for each salesman to whom it might send an outfit, whether that agent does any business or none; an expensive proposition for nurserymen doing business in that state.

Law Plainly Invalid

"The law as far as it relates to license fees is plainly invalid, and it is the opinion of our attorneys that a test case could be successfully conducted, and therefore it is for this meeting to decide whether the association will authorize and back up such a test case. Your committee would advise that a test case be brought.

"The legislation in the State of Wisconsin has also been brought to the attention of your committee. Under the Wisconsin law each nursery concern doing business in that state must take out a license, and pay a fee of \$10 and each agent must take out a license and pay a fee of \$1.

The Wisconsin Law

"That the law was enacted in 1909. Certain amendments of the law were introduced during the session of 1911, passed both Houses of the Legislature, but the bill has not been signed by the governor, because it

did not give him the power of appointment of the nursery inspector, but lodged that power of appointment in the Director of the Agricultural Experiment Station, and the parties pushing the bill, say that they prefer to work under the old law, rather than to have the change made in the power of appointment.

"The same criticism applies to the license fee as stated in connection with the Maine legislation, even though the amount is small, and in many parts the law is invalid in the opinion of our attorneys.

"It is the opinion of your committee that a test case should be arranged in the State of Wisconsin, and before leaving home your chairman endeavored to secure a promise from the authorities of each state that a test case would be arranged, but has had no reply up to this time.

Action Suggested

It is presumed that there will be matters of legislation in the West presented by the other committee, and it seems to your committee that this entire subject should have careful consideration, and that a decision should be reached as to what should be done with these various laws, and a definite policy established. It does not seem wise to allow unjust, arbitrary, and discriminatory legislation to stand uncontested. If we submit to these matters, it means that even more drastic legislation will be enacted in the future, until the situation reaches a point where it will be impossible for us to do business in a large number of states in the Union.

"As an example of the foolish legislation that we are running up against, one of the provisions in the proposed Wisconsin amendment requires that all persons selling nursery stock in that state shall furnish the inspector with copies of all their literature printed or mimeograph, including catalogues, price lists, order forms, contracts, and agreements, furnished for the use of agents or customers.

Foolish Legislation

"Certainly that state has no authority under this law or any other one to prescribe a definite form of contract to be used between the nurseryman and his customer, or his agent, provided the contract is legal, and if they cannot prescribe a uniform form of contract, what benefit can it be if these matters are filed in that office?

This is simply an example of a lot of foolish legislation that has gone on to the statute books during the past few years, and affecting the nursery interests. If we submit, we shall be constantly bothered. Will it not be better to outline a definite, fighting, policy, and spend a little money and see if we cannot get these matters straightened out, and prevent similar foolish legislation in the future?

"These subjects are offered for your consideration, and later your committee proposes to introduce certain resolutions carrying out the recommendations herein."

Keep These Dates Open

Western Nurserymen's Association

Twenty-second annual meeting at Coates House, Kansas City, Mo., Dec. 13-14, 1911. E. J. Holman, Secy., Leavenworth, Kan.

Southern Nurserymen's Association

—Thirteenth annual meeting at Greensboro, N. C., August 23-25, 1911. A. I. Smith, Secy., Knoxville, Tenn.

BUSINESS OPPORTUNITY

A stock interest will be sold and employment given to a young or middle-aged man in an established Nursery Company with a business of approximately \$22,000 to \$25,000 this year. Business will likely soon run \$30,000 or over. References required. Large, nearby retail trade.

Address "D," care American Fruits, Rochester, N.Y.

Nurserymen Need It CYCLONE DITCHING MACHINE



An end to your Tiling worries if you use a

Cyclone Tile Ditcher

Guaranteed to cut 300 rods of tile ditch per day--2 feet deep with 6 horses--will save and earn more than it cost every ten days you operate it. This is a big claim, make us prove it before you settle for the machine.

One customer writes: "SAVED \$100 IN FOUR DAYS;" another, "SAVED ITS COST IN A FEW DAYS."

We can refer you to some of the leading nurserymen who are owners of, and enthusiastic about our machine.

Ask us for full information and booklet.

Fall tiling will soon be here.

THE JESCHKE MFG. CO.

Box 100

Bellevue, O.

Secretary Reports Increased Membership

Secretary John Hall's report was as follows:

Gentlemen:—In rendering a report of my stewardship for the past year I make note of the fact that, in accordance with instructions of the Association at its last meeting, a card, containing the recommendations of a Special Committee of which Mr. J. H. Dayton was chairman, was prepared and a copy mailed to each member of the Association. The recommendations or suggestions referred to treated upon the importance of establishing certain rules relating to maintenance of prices, etc. Doubtless members heeded the injunction of chairman J. W. Hill to "post them on your desk as a reminder that you voted for their adoption."

In further compliance with instructions of last year's annual meeting a "separate," containing the papers read at that meeting with reference to Crown Gall, was also published. These papers bore the following titles: "Effect of Crown Gall upon the Orchard," by Mr. Peter Youngers, Geneva, Neb.; and "Root Gall," by Mr. E. A. Smith, Lake City, Minn. The edition of a thousand copies was proportionately divided for distribution by the committee, and the secretary retained a few copies to mail to those who made application to him for them. Of these there was quite a number.

It is to be regretted that in large organizations of such practical value as this, there are annually recurring fluctuations in the membership. Over forty of those whose names were in our last year's list have failed to renew for the current year. Each one of these delinquents has received from the secretary at least two, and, in some cases, more reminders of the importance of renewal. But there is another and a brighter side to the situation. Your secretary is considerate of an optimist, and not easily discouraged. Anticipating the shrinkage, he heeded the declaration of Richelleu that "there is no such thing as fail" and at once entered upon a widespread campaign after new material. This resulted in our not only making up the

loss in last year's list, but of also bringing the number of members up to over thirty in excess of last year's registration.

If members have not already made an analysis of the membership roll with reference to representation by localities we commend such a study as affording considerable interest. As an illustration I will mention the states having a representation of six or more, viz.: Colorado, 6; Connecticut, 6; Illinois, 25; Indiana, 15; Iowa, 12; Kansas, 21; Michigan, 20; Missouri, 18; Nebraska, 10; New Jersey, 8; New York, 78; Ohio, 28; Oklahoma, 6; Oregon, 6; Tennessee, 13; Texas, 9.

I trust that this reference may awaken a new interest among members, even to the creating of a friendly rivalry to see which state can next year make the largest addition to its present representation.

In our anxiety to reduce expenses we have this year invited bids for the publication of the Badge Book and of the Annual Report. There was a difference in figures between the lowest and the next highest of \$50, and a difference between the lowest and the highest of \$146.00, for the printing of both publications. We believe the appearance of the Badge Book of 1911 justifies the experiment.

Deceased

Prosper J. Berckmans passed away on November 8, 1910, in his 81st year. He was long identified with this Association, and those who knew him best heartily endorse the comment of the Florists' Exchange, viz.: "Mr. Berckmans was endowed with a graceful, commanding figure, and a charming personality. His death will be generally regretted in horticultural circles."

In the removal of Samuel C. Moon, this organization has lost another valued associate. Mr. Moon died in January last, in the 57th year of his age, and was buried on the 22nd of that month. The National Nurseryman thus referred to him: "A refined, cultured gentleman, a true plant lover, his loss to nursery growing interests is heavy."

James M. Kennedy died September 6, at Dansville, N. Y., aged 49 years. Though not a member with us at the time of his death, Mr. Kennedy formerly held membership in this Association.

More extended reference will be made to the above in the annual published report.

It seems not unfitting that we should mention the fact of the death of several others who have died during the year, and who, though not officially identified with this organization, claim passing recognition because of their prominence in the horticultural world:

Robert Buist, the well-known seedsman of Philadelphia, died December 13, 1910, in his 73d year. The father of Mr. Buist came to this country from Scotland, and was reputed to be the first florist and nurseryman in the Quaker City. Mr. Thomas Meehan, writing of Mr. Buist's death, remarked: "Horticulture does not yet know the full value of the friend it has lost."

J. H. Reynolds, the oldest nurseryman in the state of Michigan, and pioneer of Monroe, died July 21, 1910, in that town, at the age of 91 years.

Nor can we refrain from mentioning the death of Jean Soupert, a well-known rosarian, who died July 16, 1910, at the age of 76 years. The name of Jean Soupert, and that of his brother-in-law and partner, Pierre Notting, who died in 1895, will long remain fragrant as the roses which bear their respective names.

Perhaps one of the saddest of sad events of the year was associated with the death of F. Haussman, one of the largest nurserymen in Los Angeles, Cal., which occurred March 9 last, at the age of 56 years. He left a widow, one son and one daughter. Fourteen days later the son, described as a

quiet, industrious boy, only 20 years old, was so grieved at the death of his father, that he crept under the propagating bench in the greenhouse and shot himself in the head.

Financial Statement

	December 14, 1910 to June 3, 1911.
1910	
Dec. 14	Balance after closing last year's account \$ 233.65
1911	
June 3	From memberships 1850.00 From advts, in Badge Book 662.00 From extra Badges 25.50 From exchange40 From sales of Codes30
 \$2771.85
1910	
Dec. 14	Cash to C. L. Yates, Treas. \$ 233.65
1911	
June 3	Cash to C. L. Yates, Treas. 2500.00 Cash in Union Trust Bank 38.20
 \$2771.85

The treasurer's report showed: Receipts, \$6,998.09; disbursements, \$1,630.32; balance on hand, \$5,367.77.

Burbank's Branch Nursery

Luther Burbank has purchased a small farm near Goleta, Cal., upon which he is establishing a branch of his celebrated nursery.

PETER YOUNGERS, GENEVA, NEB.

"Whose smile never comes off and whose laugh can be heard at Jefferson Barracks, 23 miles down the river."—J. W. Hill at St. Louis.

In Southern Hotel Rotunda

(Tune: "Tammany")
Pilkington! Pilkington!
He is from old Oregon
He's a sport and always on
Pilkington! Pilkington!
Liar! Liar! Liar! Liar!
Pil-king-ton!

"Every nurseryman should charge a price sufficient to enable him to deliver stock of sterling quality."—Abner Hoopes.

YOUR OPPORTUNITY

For \$1.00

We will send the American Fruits Pocket Directory of Nurserymen. Over 4,000 names and addresses.

For \$1.50

We will send AMERICAN FRUITS for one year to any address in the United States, Canada or Mexico.

For \$1.75

We will send AMERICAN FRUITS and a Razor Stee Grafting Knife of best quality, for pocket.

For \$2.00

We will send AMERICAN FRUITS and Directory of Nurserymen with over 4,000 names and addresses.

For \$2.50

We will send AMERICAN FRUITS for Two Years to any address in this country.

For \$3.00

We will send AMERICAN FRUITS for Two Years and Directory of Nurserymen.

FRUIT TREE STOCKS

Shipments of 160 Millions

of Trees Annually

J. HEINS' SONS,
Halstenbek, No. 154
(Germany)

Write for Price List and Forest Planter's Guide to our American Agent Otto Heinecken, Box 284, Hoboken, N. J.

PEONIES

Those who saw the excellent condition of our Peonies at St. Louis, after the flowers had been in storage over 30 days, will have some idea of the care we take in growing the plants. We have an extensive assortment in addition to those exhibited.

Send want list for quotations

Price list on application

WILD BROS. NURSERY CO.
SARCOXIE, MO.

Classification of Mailing Lists

Classification of mailing lists was discussed by A. J. Robinson, Bedford, Mass., he said: "The growing of nursery stock has developed along mail order lines, until now nearly all large concerns are issuing catalogues; and mailing lists are important. The value of a mailing list depends upon the manner in which it has been kept up. It becomes important that mailing lists should be classified: First as to growers; second, as to middlemen; third as to the general public; and perhaps a fourth classification might be made of the public parks and cemeteries.

"Growers of nursery stock are the legitimate nurserymen of the country. They are in a class by themselves. They alone are entitled to surplus lists.

"The dealer is not a nurseryman. He may be a florist, a seedsman, a landscape architect. He is entitled to wholesale rates; but not to the lowest trade rates.

"A mailing list fit to use cannot be bought; it must be built up. The practice of nurserymen who buy directories and use them directly for mailing lists cannot be recommended. The same is true regarding the nurserymen's protective lists. Printed lists should not be used for mailing lists. They are useful upon which to base a proper mailing list. A list should be checked up at the close of each season. If this is not done deadwood will accumulate. I am pleased to note that several large nursery concerns are classifying lists according to these plans. Until something better is devised I would recommend them."

E. W. Kirkpatrick, McKinney, Tex.—"I am much delighted to be here and to see so many nurserymen from all parts of the United States evincing so much enthusiasm. I note that harmony exists and that there is co-operation among the growers; that

friendship prevails and the bonds that unite us are strong.

"I remember that fourteen years ago this Association met in this city and that some who were here then are here today. At that meeting we discussed laws of the United States and of the several states. We had inspectors here from several states, including one from Virginia who told us that the San Jose scale would soon blot out our orchards and nurseries. I remember that we cross-questioned him and asked in what respect the scale would prove so dangerous. He said it swept like a fire or a cyclone; that we must fight it in every season. Our nerves were shocked; our hopes were blighted. We are felt that we must go out of the nursery business. I asked this inspector how many host plants were attacked by the scale. He said he had catalogued 42. We knew then that there were many more; we knew, as we know now, that in every state in the Union, on trees 100 feet in height, there was the scale. We asked why there should not be a law covering inspection of the forest trees as well as the orchard and nursery trees. He could not answer. I tell you, gentlemen, I am ready to engage in controversy any who then and now make this unholy war upon us. You know how much we have heard about the brown-tail moth, the gypsy moth and all the other pests and the blighting and destroying diseases. Who stopped them? For they are stopped where once they flourished. It was the parasites and the changing climatic conditions. These have done more than has any other agency.

"Because I asked questions and refused to be driven by these inspectors, they announced that they would annihilate me. They advertised me all over the country as having scale and many other things in my nurseries. They engendered and fostered

in me a spirit of resistance to unjust regulations and demands—a resistance and resentment of which shall always be proud. I like to see the insurgent spirit that has been manifested at this convention in this matter. Let us fight opposition to the proper transaction of our business, no matter where it comes from. Such a law as the Simmons bill would wipe out commercial conditions that time and money have been long in building up."

Discussing mailing lists, at the St. Louis convention, E. W. Kirkpatrick, of Texas, said: "We require cash with all orders from all dealers who are not rated A-1. The efficient nurseryman is the most strenuous of all laborers. The retailer and dealer are important factors. The planter is the ultimate consumer. The nurseryman as retailer and the dealer as distributor should get reasonable remuneration. If stock is sold at cheap prices, then value is not received. The illegitimate dealer does not care for this."

Drouth Affects Berries

Editor AMERICAN FRUITS:

We are picking 40 to 85 bushels of strawberries per day, since June 5th, and could pick more if we had the help. A very short season. Drouth fixed the late blossoms. Raspberries are showing effect of drouth also.

WICK HATHAWAY.

Madison, O.

"No nurseryman can live to himself alone. Anything that hurts one firm hurts all; any method adopted by one or more that elevates the business and standing of one firm elevates them all."—J. H. Dayton.

The Best Tree Digger on Earth



Write for Descriptive Circular and Prices

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A FINE LOT OF

JAPAN PEAR SEEDLINGS, APPLE, CHERRY, PEACH AND PEAR TREES

**"Orchard Dividends" Apples from trees sprayed with
"SCALE CIDE"**

some as many as nine consecutive times, took all the first prizes at the Pennsylvania Horticultural Society Meeting; all the first prizes this year and last at the New Jersey Horticultural Society Meeting; a long list of sweepstakes and first prizes at the New England Fruit Show in Boston; also first prize at the Ohio State Fair.

Write for full information and Booklets, "Orchard Dividends" and "Modern Methods of Harvesting, Grading, and Packing Apples."

Both Free

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THE FUNDAMENTAL DOCTRINE OF

An Exceptional Address Before American Association of Nurserymen at St. Louis Convention By Jim Parker, Tecumseh, Okla., Student of Human Nature, Philosopher, Practical Business Man and Experienced Nurseryman--Sentiments, Suggestions and Business Pointers of Inestimable Value For All In the Trade

IT SEEMS to me that the discussion of the question of "Who are Entitled to Trade Lists" has, underlying it the fundamental doctrine of the greatest good for the greatest number. That sounds like good philosophy. It has the sanction of age and the approval of experience. The real difficulty lies in the fact that not all of us nurserymen possess that nicely balanced portion of grace and grit, religion and common sense which enables us to live up to this high ideal. All of us will agree that trade lists and special prices should not be sent to those outside of the trade, if the sending of such lists tends to decrease the total amount of sales.

The economic emergencies of the nursery business have divided the trading end of the business into distinct departments of activity. We have the Wholesale Nurseryman, the Retail Nurseryman and the Traveling Salesman. I would have added the Catalogue House, but it appears to me that these concerns embody within themselves both the business of the retail nurseryman and the traveling salesman. They are not closely connected with the question of who shall receive trade lists. Their extensive advertising tends to increase the general interest. They reach and will continue to reach only a certain class of customers. There is no particular economy in their methods and they are not likely to butcher the prices. Their methods can reach only a small per cent of the people.

Local Sales.

And why forget the local nurseryman? Because his neighbors do not buy from him. They would tell you that they mean to buy but they don't. It is human nature not to do the things we may do any time. A man's neighbors won't make a written contract with him because they figure they can go and get the trees any time. The fall planting season comes and they are short of money or time or the weather is bad. The spring planting season comes and conditions are just the same. The surer a community is that the local nurseryman is honest and has good stock the more completely works the machinery of delay. I have been up against the proposition, kept tab, and know how it works. In a community that bought \$5000 worth of stock from me when I was footloose it over the country selling trees from my nursery in Arkansas, I got less than \$300 of sales. It was not the fault of my negligence or my laziness.

I rode the rural routes and secured the names of the farmers. I sent post cards, circular letters and price lists until I so dominated the trade that other nurserymen could not sell in my community. Out of twenty men who would look me square in the eye and say, "Jim, you're a bully good fellow. I am coming to your nursery to get a hundred trees," I would make just one sale.

In some sections of the country and in extra crop years, the conditions would not be the same. But even then the people would not place orders so as to enable the nurseryman to handle the business economically and intelligently, and as a result when the people wanted trees worst he would not be able to supply them. Protect the local nurseryman from competition! Certainly not. By any hook or crook, sell one hundred of his neighbors and you will stir up a little enthusiasm and cause fifty instead of twenty-five to buy from him.

Wholesale Nurserymen.

It is the province of the wholesale nurseryman to notice the trend of planting in the great fruit-growing districts. To watch the public approval or disapproval of the different varieties and govern his plantings accordingly, to foster and encourage all movements for the beautifying of the cities,



JIM PARKER
Tecumseh, Okla.

and to see that the supply of nursery stock is always up to the demand. In the wholesale nurseryman is centered that power and knowledge that gives stability and dignity to the business.

Retail Nurserymen.

The retail nurseryman keeps in touch with local demands. He prepares those breezy advertisements which make the city man lonesome. He is constantly on the outlook for opportunities of increasing sales. If there is a large crop of apples in any community, he is ready to rush his salesmen in and push the sale of apple trees. If some farmer makes good money out of a peach crop, he is ready to offer that farmer's neighbors a chance to get rich growing peaches. If there is a glut in the wholesale market or a peculiar condition which causes the market to drop, thus offering him an opportunity for unusual profit, he is Johnny-on-the-spot and he knows just in which neck of the woods to go and sell trees.

Traveling Salesmen.

But the real work of selling nursery stock on final analysis is found to depend upon the personal influence of the traveling salesman. Did you ever have one of those smiling Knights of the Grip come into the field where you were plowing? He did not put on any airs. He only quietly told you his name was Jones, and then added in a peculiarly friendly tone "John Jones." And the way he said "John" made you feel like you was not much interested in whether his name was Jones or Smith.—John was the name by which he should be known to you. And you felt like if you had not met John before you ought to have met him.

It was not necessary for John to make inquiry about your wife and children and your growing crops. There was that peculiar feeling of good fellowship in his voice and manner which made you know that he was interested in you and yours. In his cheerful presence your griefs were soon forgotten and your blues stoles softly away. Then do you remember how you and John sat down on the plow handles and looked at the pictures in his book. He did not presume to advise or argue with you, but somehow his peculiarly interested and suggestive way of asking about your plans started you to thinking and planning, and as your plans developed in your own mind,

you were glad to have your friend John by your side to help you work out the details and get things right. Trade with John? Of course you do! He is the sort of a man you like to do business with.

I once walked up to the counter of a busy merchant and remarked "Have you not for the last five years been planning to plant that field in front of your house to apple trees?" He answered, "Yes, but I cannot plant the orchard this year, and I am too busy to talk to you." He laid my watch on the counter and asked him to give me two minutes. He consented. I asked him what would be his estimate on the yield on an apple tree at the ages of five, six, seven, eight, nine and ten years? He replied one-half bushel at five, one at six, one and a half at seven, two at eight, two and a half at nine and three bushels at ten.

I called his attention to the fact that the one-half bushel gradual increase of yield each year represented the amount of fruit that he would gain within ten years as a result of planting this year instead of delaying a year longer, that it amounted to three bushels per tree or six thousand bushels for the two thousand trees he was intending to plant. Then I asked him what was the difference in expense between planting this year and next. He replied only the interest on the cost of trees and labor which would amount to about \$9. I then said, "When I come back to you at 1 o'clock tomorrow, I want you to tell me wherein your own figures are incorrect or give me a reason satisfactory to yourself why you are not willing to swap that \$30 for 6,000 bushels of fruit?"

On the stroke of 1, I again approached my merchant and from the smile on his face, I knew I had won. I merely asked him what varieties he wished to plant. He replied "You know best what sorts are profitable, I will leave the selection to you." In less than one minute the deal was closed. When those trees were delivered, my merchant said to me "Had you called on me five years sooner, I would now have had an orchard worth \$5000 instead of just beginning to plant." The man who stirs people up and gets them to plant orchards and improve their homes is doing a real service for his fellowman. And, gentlemen, in spite of the abuses of the system, three-fourths of the orchards of the country have been and will continue to be planted because of the hope and energy inspired in the minds of men by the genius and good sense of the traveling salesman. It is to the interest of the nursery trade to give him a chance to do his best.

In saying we should give salesmen a chance to do their best, I do not mean that we should make cheap prices. The question of opportunity and honesty is not necessarily dependent on whether prices are high or low. I mean we should give the salesman a square deal; that our catalogues and instructions to salesmen should tell the truth; that no difference whether we sell an apple tree for one dollar or for ten cents, that apple tree should be as good a tree as we promise and bear the fruit we say it will.

Uniform prices to the retail trade are not practicable. There are communities where sales are light and consequently higher prices must be charged. There is the city trade which demands the largest and best trees. The actual cost of the tree may not be more than two cents above the cost of grades sold in thousand lots to farmers, but the cost of selling one to a dozen trees to a customer and handling the business as the city trade demands may make it necessary to charge fifty cents per tree more in the city than in the country.

Be Honest

It is written in the Book—"As a man thinketh in his heart so is he". If a strang-

HIGH GRADE NURSERY BUSINESS

Able Exposition of the Very Essence of Clean, Honest Salesmanship, Wholesale, and Retail--Deductions Resulting from Years of Constant Activity on the Firing Line Coupled with Shrewd Business Ability and Firm Resolve to Win on Square Lines--Earnest Plea for Maintenance of a High Standard

er walks up a group of ten people, nine of them will size him up about right. The fact that this is true proves that the Creator has written and is writing on our face and torn just what we are. God does naught by halves. The fact that we can read part of the writing proves that it is all written. If a traveling salesman carries in his own mind the consciousness, the thought that he is giving real value for the money and doing a real service to the community in which he sells trees, his very looks will inspire confidence in the minds of the people. If the nurseryman who employs him has loaded him up with a mess of trickery and a bundle of lies to be dickered off on the people, that man will know in his own mind that he is playing the rascal and there will be something about him which will, in spite of his glib tongue and polished appearance, cause the people to doubt him. He will be constantly under the necessity of sparring for time or scheming for the attention of the people he calls on.

And so I say, the retail nurseryman will increase his business and do the trade a real service by giving his agents a square deal and an honest proposition to offer to the people.

Don't sell out for a mess of pottage that source of power and influence which enables your salesmen to go out and get big business.

It is not true that the public likes to be humbugged.

The fact that they can be humbugged only proves that in spite of all the dishonesty we have not yet lost all confidence in our fellowman.

Trade List Prices

One of the difficulties that arises in making trade prices to people not in the trade is the fact that trade prices are so much more variable than retail prices. For instance, there are years when the growing conditions are such in the great pear growing centers that pear trees have cost twice as much to produce them as in other years. Prices on pear trees must necessarily advance. Perhaps the same year in the great cherry-growing centers the season has been favorable and the country has more than the normal supply of cherry trees. Another year these conditions may be exactly reversed.

There have been times within the last few years when one cherry tree at wholesale was worth two pear trees and times when one pear tree was worth two cherry trees. But during this time the planters of orchards were paying about the same prices each year for pear and cherry trees. For instance, the lower prices offered on pear trees enabled the retail nurseryman to make a little better profit on pear. He passed the word down to his agents to push the sale of pear trees and slow up on cherry. Thus the extra margin of profit on any class of stock stimulates its sale and a surplus is disposed of at a profit instead of loss.

Now just what occurs if these trade prices are sent to the planters. First let me ask you if you ever saw a bargain counter rush to buy cheap trees from the local nurseryman or from a delivery yard? You never did. And you won't see mail trains over-loaded with orders in reply to special prices to planters. The people want quality rather than cheapness and they are a little suspicious of bargain lots.

Again, when a farmer writes a wholesaler for prices it means that he already has his mind made up to buy. Most likely he is acting for others in the community as well as himself. The farmers as well as the nurserymen are clannish. There is some retail nurseryman who is on the job trying to get this business, and who is in most cases entitled to it. When the farmer receives these prices he gets cold feet on the proposition

of sending cash with order. No promise of good stock is worth a copper to him that does not carry with it the idea that he can pass on the worth or worthlessness of the goods before he pays for them. In a majority of cases he won't buy. He will only use his price list as a leverage to bear down prices with the local salesman. But the local salesman can not compete because the conditions are not the same.

In the retail business the purchaser expects to get his trees delivered at a certain place at a certain time and to have the privilege of examining the trees to see that they are in good condition and according to contract. This means a risk as to the purchaser's ability to pay, a risk as to the promptness of the transportation company, a risk as to favorable or unfavorable weather, and a risk as to that uncertain quantity, the steadfastness of the purposes of men. All these are risks that it is better for the development of the country that the nurseryman should assume, but it means the necessity for 20 to 30 per cent. higher prices than where these risks are not assumed.

For these reasons the quoting of trade prices to planters merely means that the business becomes confused and a community that would plant 100,000 trees if properly canvassed will not plant more than 25,000 if they have had trade prices quoted them.

If wholesalers wish to sell to the people they should meet the terms which the public demands of the retail nurseryman. If it becomes a question of the survival of the fittest, send a man out and take the business; but don't block the progress of orchard planting with a five cent investment in time and postage to send out a special price list in reply to an inquiry under the vain delusion that it will bring you business or because you are too lazy to look up the prospective customer and see whether he is a nurseryman or a farmer.

Right here let me say that this kind of business is done quite as often by the small nurseryman and retailer as by the wholesale nurseryman. They go into fits easy enough if their trade is interfered with, but they seem willing enough to send special prices to parts of the country where they are not doing business.

They also offer their remnants at ruinously low prices to the retail trade, thus interfering with the wholesale business and creating a situation that in some measure justifies the wholesale man in lapping over the retailer and offering trees direct to planters.

Now, how do these methods compare when considered from the standpoint of our doctrine of the greatest good for the greatest number? One method means a margin of extra profit which enables salesmen to go out and get the business, the other a margin of discount which decreases business. The one method will sell 100,000 trees at a profit and start orchards enough to supply 10,000 people with fruit; the other will sell 25,000 trees at cost and block the sale of 75,000. Which is best for the interests of nurserymen and for the public good?

Condition Improving

But these difficulties in the trade are growing less every year.

The wholesale Nurserymen's Association is doing a great work in keeping a record of the dishonest retail nurserymen and passing the word out to all wholesalers, thus making it hard for a dead beat to do business.

The Retail Nurserymen's Association is doing a good work in protecting their trade from the encroachments of wholesalers and a still greater work in blacklisting the dishonest salesman.

We are fast approaching that time when the nurserymen of the country will stand with and for each other and can present to

the world a solid front of clean, honest men. And I think that a campaign of education to convince the people that our business is useful and honorable, would be one of the best methods of increasing sales.

Business Useful and Honorable

We should impress upon the world the fact that the traveling salesman is a useful citizen and that his persuasive powers are needed to add that spark of hope and energy that induces men to plant orchards and beautify their homes. We should stand up for the dignity and honor of our business with such faithfulness and sincerity that cheap newspaper wits and goods-box loafers will no longer dare by their vulgar jokes to insult the men whose work has done and is doing so much to increase the beauty and comfort of the world.

We should impress upon the world the thought that the men who are doing so much to make of this earth a garden of bloom, a feast of fragrance and a paradise of plenty, are doing their duty and fulfilling the designs of their Creator just as much as the man who drives the reaper, wields the hammer, or whose voice is heard from the pulpit or before the courts of justice.

The public seems willing enough to honor the agriculturist,—we should remind them that the nurseryman is the highest type of agriculturist. The nurseryman puts in more labor and spends more money on the cultivation of an acre of ground than any other tiller of the soil. He spends most of his days amid fragrant flowers and growing trees. His mind is employed trying to understand more of the laws of life and growth. For him the secrets of the beauties of nature have a peculiar fascination.

As he stirs the soil to warm it up, to dry it out, to conserve its moisture, to give it air and sunshine that it may unlock its store-house of fertility for the nourishment of life, and watches its kindly response to his care, he sometimes fancies that indeed the earth is imbued with life and wisdom and that the trees and flowers he loves are to him close akin.

He looks beyond the field in which he plows and sees the great railways hurrying their trainloads of fruit from the mountains of the West to the cities of the East and it does him good to know that his labors in the fields and his influence with men has helped to bring into being this great wealth. And looking still beyond the field of thriving enterprise, he catches a glimpse of thousands of orchards in bloom, while 'neath the trees the children play and ponder over the mysteries of nature even as he did in childhood's happiest days, and he asks the question: Has not he done his part of the labor of the world; and, for the joys of his youth provided by those who came before, given back to the world full measure?

Minnesota Horticulturists

Minneapolis—The largest attendance ever registered at the annual meeting of the Minnesota Horticultural society and Minnesota Garden Flower association was last month when the joint summer meeting was held at the experiment station, St. Anthony Park. Wyman Elliott, veteran horticulturist and flower grower, and the oldest member of the society, took several prizes for strawberries raised on a city lot near Lake Harriet. Mr. Elliott is 77 years old. Prizes for the largest rose and largest peony were won by Lake City exhibitors.

Speakers who dwelt upon the plans for furtherance of horticulture in Minnesota and the greater interest of the people therein were Professor F. L. Washburn and LeRoy Cady of the state school, Seth Kennedy of Morristown, and Oliver Gibbs, S. A. Stockwell, J. M. Underwood and P. V. Collins also spoke.

NURSERY CONDITIONS IN UNITED

Masterly Address by President W. B. Stark Before American Association of Nurserymen at St. Louis Convention---Wonderful Development of Business---New Order of Things---Meaning of Real Competition---Primary Object of Annual Gathering---Benefit of the Entertainment Feature

CHANGE, relentlessness, mutability, alternative fluctuation, transiency, mobility development. These are the keynotes of the world, and the loud pedal has been used especially to emphasize them in the nursery business the past few seasons.

There is a new hand wielding the gavel each spring; old names are passing and new ones being added to the roll each year. Old friends are moving across the Jordan to work in the gardens beyond.

The knowledge of science is being brought to bear on all phases of propagation. Business conditions are changing; the present system of credit and trust has made possible the wonderful development of business as we know it today. A new element has been growing and developing. The new element in business is world-old and its greatest advocate is the "Man of sorrows," who moved the sodden world by his forces of character and simple truths so plainly told that to this day we have not understood or realized the full meaning of them all.

I speak of this as a new element and it may be regarded as such in business where competition and co-operation were foreign to each other—where a competitor was an enemy. This spirit of fraternity, of mutual help, of pulling together was not thought possible in the business world.

New Order of Things

The new order of things has been growing slowly. The human race develops as a whole and moves very, very deliberately. What each individual does and thinks leaves an imprint on the whole race, though its effect is seldom perceptible.

The change which is becoming so apparent in our own day has been working beneath the surface all during the past centuries. Our natures are not undergoing any sudden change; rather we are just coming to a general realization of the fact that competition of the cut-throat type is self destructive, like war or any disease, and that real competition means the profiting of each in proportion to his efforts in elevating and promoting the business as a whole as well as his own individual interests.

The greatest value of our meetings is the promotion of a spirit of personal friendship, of trust, of getting together and pulling together. It helps us realize and adapt ourselves to the constantly changing conditions which influence each in spite of all efforts to the contrary. Everyone, everything, must adapt themselves to these changes, else they will be more or less gradually, but none the less certainly set aside, sloughed off, discarded—eliminated by the evolutionary forces of nature.

The Primary Object

The primary object of our association is business in its broadest sense, but I wish to repeat and emphasize that the greatest good of our meetings comes from the personal relations made possible, the friendships formed, the business transactions made in person and the discussion of different subjects as a body. Here it should be added that to get best results there should be full attendance and participation at all of the daily meetings.

The entertainment feature which is becoming more of a recognized necessity should not overshadow the main work and yet it has its place, not only for the relaxation and pleasure it affords, but for the opportunity it offers for informal discussion not possible at the regular meetings and for further developing the personal relation which is becoming such an important factor in the business life of our today.

These changes are largely the result of competition. But it is different from the

old form of competition which was destructive. Competition in the better sense is constructive—it leads to the elimination of waste, to better methods of production, to cheaper and more efficient methods of distribution. Competition, as it should be, is the real force which promotes friendly relations of mutual helpfulness and brings us here to discuss and act on the questions of the day.

The report of the committees covers the years work; I should, however, feel that I were overlooking a duty did I not bring to your thoughtful attention, in this paper, observations on the all absorbing topic of legislation, grading and other subjects, especially the opportunities and the possibilities open to us. In no other industry is there a fraternal spirit existing like that among nurserymen, and in no other is there the same chance for its development in selling and propagating.

Inspection

To directly place the control of one large industry and indirectly the control of a far greater one in the hands of one man, in an endeavor to help these industries, is really placing them in danger of a remedy which might prove to be worse than the original trouble. For instance, many conservative investigators believed, after careful study and deliberation, that San Jose scale would wipe out the fruit growing industry of this nation.

At the Indianapolis convention an alarming address was made predicting the devastation of our orchards and forests—everyting in the tree line. Dr. Bailey, always rising equal to the occasion, cautioned against undue alarm and with prophetic vision, or maybe it was only practical sense, said the pest, no doubt, would be controlled. He advised moderation and conservatism. During the scale agitation nursery sales were greatly reduced in orchard regions because of unnecessary alarm and agitation. But this pest is now readily controlled and is pronounced by some to be a benefit in the same sense that Dr. Bailey stated that weeds which force the farmer to additional cultivation are a blessing in disguise. The San Jose scale has made necessary care and spraying which have been highly profitable to the orchardist, but which, perhaps, he would never have done had he not been forced to. Suppose during the spread of this insect, which appeared in nearly every state, shortly after its introduction, one man, who had the power to quarantine, had choked off and destroyed the industry of raising fruit trees. It would have been years in recovering, and the loss to the country of the orchards which would not have been planted would have been incalculable. It is true that the scale has destroyed many orchards, but the orchardist who will not take the pains to spray will seldom give attention to pruning and other necessary phases of orchard work.

Laws may be so drastic as to destroy that which they seek to help. Montana, in her legislation has experienced this condition in a mild form and is repealing some of the laws which have directly hindered the production of nursery stock and indirectly the planting of orchards.

Grades and Grading

There should be uniformity in grades—there should be a recognized standard which means something. It sometimes happens that a car of trees is bought from a grower who professes to be a wholesaler, the specifications are "according to Hoyle," but the trees on arrival prove to be practically worthless, almost rootless and many lifeless. In fact, many growers grades mean nothing—they are on an elastic standard to fit that which they have to sell.

The western orchardist has set a new mark in packing fancy apples. Their high standard has been attained by rigid rules, strictly adhered to in every phase of the work. The Association of one valley does not even allow the orchardist to pack his own fruit. The men in charge realize the tendency of human nature, in themselves and others, which often works contrary in spite of good intentions. However, the conditions affecting grades in our case are largely from a different source.

The experienced, bona fide grower generally makes very good grades and a number have built up a national reputation for the high standard of their stock. It is to the farmer, real estate man, or others who imagine they will suddenly turn nurserymen, who are largely responsible for unstable grades. They secure grafts or stocks and shortly after planting time begin to calculate the different grades—it looks good to them and they wonder that it is so easy. Why? They can make money at half the market price! The result—when digging time comes—they not only early disregard specifications, but have helped to democratize prices and have done this usually without any real profit to themselves. They have had the experience and are through. The trouble is that there is always a new crop coming on to take their places.

Legislation

The nurserymen of the country, more especially in the West, are urging that greater attention be given by the Association and its vice-presidents against the enactment of unreasonable and oftentimes unconstitutional laws. Many nurserymen have suffered loss—unreasonable and unnecessary loss. Constitutional rights have been rough shod, civil rights trampled upon, interstate commerce interfered with. But the dawn of tomorrow brings us a ray of hope. The publicity bureau of the great corporate interests commanding the recent decisions of the Supreme Court tell us "the light of reason" is at hand, and may be so: because in the far West—Montana—recent legislation gives the nurserymen the right to appeal where formerly his stock was confiscated.

Here the nurserymen of Montana have been successful in having some of their laws revised, laws which, though designed with the best of intentions, really hindered the very interests they sought to help. And so in the future the entomologists, nurserymen, our legislative bodies and all others directly or indirectly interested in this work should co-operate. The interests of all are identical and lines of procedure should parallel each other.

The fault of the present trouble is partially of our own making for we have not kept closely in touch with this part of our work.

Orchardists and Nurserymen

Very often, in fact the majority of nurserymen are also orchardists. A great deal of their capital is invested in orchards directly and indirectly their entire capital; for their success in business is dependent upon the success of the orchardist. The nurseryman should not only be among the first to protect the orchard, but should also consider it a part of his duty to co-operate with experiment stations, universities and schools, in the dissemination of information.

Demonstration Orchards

Some of the most valuable work along this line has been done by nurserymen, but as a body we have been prone to devote all of our energy to propagation and selling. The states and the national government are all doing work of this kind, but not enough. There is a crying need for more experimen-

STATES ARE REVIEWED IN DETAIL

Able Exposition of Prime Factors Affecting the Nursery Business---Conservative, Yet Firm Opinion on Subject of Inspection---Plea for Recognized Standard of Grading---Demonstration Orchards---Civic Improvements---Time of Meeting---Membership and Fee---Trade Opportunities

tal and demonstrative orchard work. Along experimental lines New York has accomplished good of inestimable value because she has appropriated money generously. Some of the results are shown in those incomparable books "Apples of New York," "Grapes of New York," "Pears of New York," and others which are to follow. All of the states are awakening to their duty. Missouri was one of the first states to establish a strictly fruit experiment station. However, an unfortunate selection was made as to location, in which our faithful scientific men have been handicapped. To do justice to all the vast state, there perhaps should have been several stations.

Our station at Columbia, Missouri, after working for years in an unfavorable location, have gone to the great orchard lands and purchased a large orchard farm, where extensive plantings have been made, not merely experimental, but on a commercial scale. And under such able direction as that of Dr. Whitten, Dr. Howard and Prof. Chandler there will be accomplished for Missouri results of far-reaching value, if measured only from the dollar point of view. Such are some of the results of the influence and work accomplished by the Missouri State Board of Horticulture.

Civic Improvements

This is another important lead which has received little attention from nurserymen as a whole. As the country is developed the people have more time for beautifying their surroundings. Instead of encouraging and helping and teaching, we are waiting for them to come to us.

Forestry

Forestry is still another opportunity. The nurserymen belong in foremost rank whether they are propagators of forest tree seedlings or not. When we take upon ourselves the work of furnishing people with trees we assume certain responsibilities, not only to the people, but to each other.

Time of Meeting

It often happens that conditions are not as satisfactory as they might be, yet one is at a loss to offer a solution. The following is made as a suggestion with the thought that it may lead to profitable discussion. June is not an ideal month for the convention. The spring business is scarcely closed, the growing crops an unknown quantity; therefore, would it not be well to consider the advisability of changing? How about semi-annual sessions, September and January? In September the growth is made, buyers and sellers may do business intelligently. In January the fall business is out of the way, an opportune time for preparing for the spring trade. Commercially, at least, September and January, should be the ideal months.

Membership

Two things are needed, more members and an increased membership fee.

This association needs and should have the membership of every reliable nurseryman (I lay special emphasis on the word "reliable") in the country. The more nearly our roll of members embraces the individual and incorporated nurserymen of the country, the greater will be the good accomplished. But in strengthening our membership we should not allow quantity in numbers to blind us in quality, that is, we want only those nurserymen who, because of their skill and knowledge of the craft, reflect credit on the industry as a whole.

Membership Fee

I want to put this question to the Convention: Are we charging our members a fair price for the protection, the standing and other benefits accruing because of such membership? I am sure we are not, and before the adjournment of this meeting is called, I should like to see a resolution

adopted which will increase the fee to a figure more nearly representing the worth of the services.

What should the figure be? Ultimately a membership in the American Association of Nurserymen should be worth not less than \$25.00 per annum; to raise it to that figure from the present \$5.00 would, I realize, be too long a jump. \$15.00 then seems to me to be fair; \$10.00 should be the minimum.

It must be constantly borne in mind that as conditions of productions and methods of marketing and distribution become more complex, the need of organization work becomes more and more of a necessity. How then, shall we provide funds for such work, if we do not increase our revenue? We all know the hopelessness of depending on individual subscriptions.

It may be argued by some that to increase our fees will be working a hardship on the little fellow. This argument I propose to anticipate by pointing to the fact that all of our members who are most benefited because of their membership, the little fellows head the list. One of the greatest problems faced by the small nurseryman or the new nurseryman is that of establishing his standing with the world at large. How can he gain standing so economically and so quickly as to be able to show that he has been recognized by the American Association of Nurserymen.

To provide the necessary funds to carry on the work outlined at each of our conventions there is a constant call for more and more money. We must in one way or another provide such funds or curtail our work. It seems to me that today is the time to decide and take action by increasing our membership fee—to go on record now as being progressive.

Publicity

In the Standard Dictionary, I find the word "publicity" defined, "The state of being published or open to common knowledge; exposure to the view or knowledge of the public; notoriety; opposed to secrecy." Those last three words have made a deep impression on my mind as I connect their meaning with the history of this Association, as far back as I remember it.

The industry of growing nursery stock is one of the oldest of our American industries; likewise it is an honored one, in which to be engaged, no man need blush. And it is an industry which has added untold wealth and beauty to our country and brought happiness to thousands. Yet there exists possibilities of development, of which you all are aware, but which have been allowed to go untouched and unworked.

If the customer lists of each firm or individual member of this Association were brought together, collated by states and these checked against the total number of possible buyers in each state, there would be revealed, I doubt not, an astonishingly low percentage. The majority of the names in these lists, would represent, I am sure, buyers of our products who have made their purchases not because we have educated them to the necessity or the value of our wares, but because the individual had educated himself. It must be apparent, even to those of us who have given but little thought to this big subject that the maximum development in our industry must come from a united publicity effort—from a campaign of education; we, as an organization, must teach our country's population that our products are good products, that they bring not only wealth but beauty and happiness as well. Have not all of you had dealings with the type of man who had not planted the products of the nurserymen simply because he did not know, or have the imagination to see what they would do for him in a few years time?

Publicity of the kind about which I have just spoken, can not be thought of without linking with it the idea of unified effort. I doubt that there is a single member of the Association who will question the necessity or the wisdom of conducting a vigorous campaign of publicity but such a campaign will be a failure unless we work and pull together—unless each member is willing to do his full share both of work and of subscribing his portion of the money necessary to carry it on.

There are many kinds of advertising. There is but one kind for the nurserymen, as an Association, to consider—associated advertising which will educate. Once we have educated home owners and land holders to the necessity of planting trees and vines and shrubs, they will become ready buyers—orders will take care of themselves. We must preach and teach the gospel of nature, of her beauties, her health and wealth. Then we must link the nurseryman with nature, showing how closely he works with her, how by his skill and his untiring efforts, he is producing that which will help nature shine at her best, both in beauty and productivity of fruit wealth. But again I repeat, such a campaign is one calling for associated effort.

Sooner or later the march of progress will force the nurserymen's present day feeling of antipathy to get out of the rut of science into an appreciation of the necessity and the economic wisdom of conducting a vigorous campaign of educational advertising.

Why should we not accept the inevitable today—now—at this meeting, by appointing a carefully chosen, capable, energetic committee to work out for us a practical common-sense plan for taking advantage of the wonderful opportunities on which we are now peacefully sleeping. I should feel that my term as your president had been successful beyond my expectations did you but act on this suggestion. And when such a committee had made its investigations, submitted its report and a real campaign had been put under headway, I feel an absolute confidence as to the degree of new business life which would be injected into our industry.

Remember that we are living in the 20th century; 20th century methods must be used by the nurserymen to meet 20th century conditions; 19th century methods will no longer suffice.

The world moves and we are all carried along with it—except those who do not do a little moving themselves and they are continually dropping away. The history of the nursery business, as well as that of practically every other industry, has been that of an upward and onward movement of progress, development and ever striving toward higher ideals. I must quote from a good brother in Virginia:

"In the past twenty-five years there has been great improvement in growing first-class stock and the people have been educated to know what are good trees. Those that we sent out twenty-five years ago for first-class would not be considered second-class now. For instance, twenty-five years ago we planted 23,760 apple grafts to one acre; for the last four years we have planted only 15,488 grafts to the acre. . . . With our motto to send out only the best stock, we do not make more than 40 to 50 per cent. of trees that we can fill our orders with and the others we destroy, digging out those that we know will not make good trees, thus giving those left a much better chance to make strong and healthy trees."

No man can be a law unto himself. As a rule his standards may be a little better or worse than the average, but he is largely (Continued on page 15)

AMERICAN FRUITS

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ROCHESTER, N. Y., JULY, 1911

WHAT THIS MAGAZINE STANDS FOR.

Clean chronicling of commercial news of the Nursery and Fruit Trade. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

RECORD OF AMERICAN FRUITS

The orchards in this country contain more than 200,000,000 apple trees, 100,000,000 peach and nectarine trees, 30,000,000 plum and prune trees, 18,000,000 pear trees, 12,000,000 cherry trees and 10,000,000 trees of other species. These gave us about 200,000,000 bushels of fruit, which was worth \$85,000,000 in 1900.

Exports of fruit in 1901 were worth \$8,279,213. Last year they were worth \$23,023,586, an increase of 180 per cent. in nine years.

Berries to the amount of 600,000,000 or 700,000,000 bushels are consumed by the American public every year.

The United States sent \$1,847,000 worth of dried apples abroad in 1910.

Americans bought \$6,847,000 worth of bananas in 1901, and nearly twice as much in 1910.

AMERICAN NURSERIES

There are 2,300 commercial nurseries in the United States occupying 200,000 acres and valued at \$30,000,000 besides an investment of \$700,000 in improvements and the same amount in live stock. The value of the product of these nurseries is \$150,000,000 annually. The expenditures for labor each year is \$3,000,000. It is estimated that there are 550,000,000 trees in the orchards of the country and that there is invested in orchards \$800,000,000.

INDEPENDENT AND FEARLESS

AMERICAN FRUITS is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only publication of the kind.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every corner of the Continent.

It represents, as its name implies, the Fruits of American industry in one of the greatest callings,—Commercial Horticulture in all its phases of Nursery Stock, Orchard Planting and Distribution.

AMERICAN FRUITS

July, 1911

The St. Louis Convention

"A bully convention."

That is what the sage of Oyster Bay would have said if he had been at the Southern Hotel, June 14-16, 1911. Seldom has there been so representative an attendance; seldom has there been so wide a variety of the most practical topics discussed with particular reference to their every day application in the nursery business.

President Stark started it off with a masterly address which formed the keynote of the Convention. Committee reports of exceptional value to the membership were discussed intelligently and generally, and resolutions were adopted with a view to applying deductions for the welfare of the trade.

The judgment of the programme committee, both as to topics discussed and arrangement of sessions proved to be advantageously employed. The sessions were unusually well attended. The democracy of the association was attested again by the action in overriding the report of the vice presidents, and the outcome was happy when after the Association had unanimously elected Mr. Dayton as president, it gracefully elected Mr. Wyman as vice president, and Mr. Wyman as gracefully accepted, complimenting the organization on its good judgment in the matter of the presidency.

There was practical discussion of trade topics that bore directly on the experience and the needs of nurserymen. The entertainment features were enjoyed by a large percentage of those present and again the Association was under obligation to the chairman of the committee on entertainment, Frank A. Weber.

All will now look forward to an interesting and profitable gathering in Boston next year, under the very capable and assuredly successful administration of President Dayton, and the other officers and the committees.

The Simmons Bill

The agitation by AMERICAN FRUITS single-handed in Nursery Trade Journalism, in opposition to the illtimed and particularly objectionable Simmons bill in Federal Congress, bore fruit at the St. Louis Convention of the American Association, in manner just as this journal prophesied.

In spite of the attitude of one journal which has supported the obnoxious Simmons bill and has reproduced the illustrated arguments of the men who are attempting to gain control of the nursery business of the entire country to its certain detriment, and by this reproduction has aided the U. S. Bureau of Entomology of which Dr. Howard is the chief, in giving the publicity he desires in favor of the bill; in spite of this attitude of opposition to the best interests of the members of the American Association and of every nurseryman in the country, as well as of every Horticultural Society and of every orchardist, and therefore of every American citizen, the members of the American Association were thoroughly posted through AMERICAN FRUITS as to the necessity for definite, prompt and determined action, and in convention assembled they discussed the subject vigorously and then unanimously placed the Association on record as op-

posed to any federal legislation such as is proposed by the Simmons measure.

We make no argument against proper inspection of nursery stock. This we stated in these very words in our June issue; this we repeat now; this the American Association declared also, by incorporating the statement in its resolution on the Simmons bill, just as we incorporated it in our article on that bill.

We present in this issue the report of the legislative committee in full, regarding the Simmons bill; also the resolution adopted by the American Association. Read them and act in accordance with our suggestion in another column.

Suggestions Adopted

AMERICAN FRUITS said editorially in its June issue, with regard to the Simmons Bill:

"In view of what is shown to be the condition, on another page of this issue, the American Association of Nurserymen at its convention in St. Louis should pass a resolution clearly establishing its position on the Simmons bill. And nursery associations and horticultural societies generally should at once take similar action."

The American Association did just what is above suggested. Now the legislative committee of this organization can go to Washington backed by the strongest kind of evidence that it is not a "handful of importers" that is opposing the legislation complained of. Chairman Pitkin has shown that there are more than 1,500 buyers of imported nursery stock in this country and that the money value involved amounts to \$2,000,000 annually.

Now let other nursery associations and horticultural societies generally take similar action. Orchards as well as nurseries are directly affected.

Get It in American Fruits

President Stark's address at St. Louis, it will be seen endorses the position of AMERICAN FRUITS in the matter of the Simmons bill, from beginning to end. The discussion on the floor of the Convention hall tallied exactly with the points made in the leading editorial in the June issue of AMERICAN FRUITS. Every point made against the Simmons bill at the St. Louis Convention was covered six weeks in advance of the Convention in a full page article as well as an editorial in AMERICAN FRUITS; so that the members of the Association were thoroughly informed regarding the bill and the necessity for action at this Convention. The matter was thus the subject of discussion by the members on trains leading to St. Louis, and it was discussed in the rotunda of the Southern hotel, two days before it was brought up by the legislative committee in the Convention.

On account of this thorough means of information, the members were prepared to act unanimously when the opportunity was presented.

So thoroughly was appreciated the advantage of communicating important matters to the trade through this means that when it was proposed to have a report submitted to the Association at the next Convention on standardization of grades and prices and inspection, it was suggested that the members have notice of that report and its contents a month in advance of the Convention, through the trade papers.

And so, for the hundredth time, AMERICAN FRUITS has blazed the way for practical publicity in the interest of the Nursery Trade. We are glad to be of this service to all connected with the Nursery Industry. It is customary, though in the case of contemporaneous publications, to acknowledge gracefully the source of inspiration and the origin of pointers received in the work.

What You Can Do

Every nurseryman in the country is actually affected by the situation arising from the introduction at Washington of the Simmons bill for a federal quarantine of nursery stock. Just how he is affected was explained in detail in the June issue of AMERICAN FRUITS; it is explained again in this issue both in the report of the legislative committee and in President Stark's address.

The legislative committee is entitled to highest praise for its work in behalf of the nurserymen of the entire country. The American Association in St. Louis convention expressed its appreciation by a rising vote.

We believe that still more is due the members of that committee; it is due as well to the interests of all in the nursery business. The excellent work of the committee should be supplemented by action on the part of every nurseryman in the country, whether a member of the American Association or not.

And this is how everyone can act: Communicate at once with the Congressman of your district and explain to him what you have learned through the pages of AMERICAN FRUITS, regarding the Simmons bill. Impress upon him the very grave situation that would result if this measure were to become a law; and ask him to use every proper influence to defeat it. Show him that the American Association of Nurserymen has unanimously declared against the measure.

This will aid your legislative committee directly. The Simmons bill will come up again for consideration at the session of Congress beginning next December. It is none too early to post your congressman.

One Cent Postage

"American Fruits" has been advocating the movement to secure one cent letter postage. As a result members of the American Association of Nurserymen are especially interested in the matter and when a resolution favoring this movement was presented at the St. Louis convention it was unanimously and immediately adopted.

"We all know that through our organization much has been accomplished; that there is a better understanding, more of a disposition to look at things with the other fellow's eye, a strong desire here and there to get together to put the nursery business on its proper plane. We have done many things; we can do many more."—J. H. Day-



W. P. STARK

AMERICAN ASSOCIATION PLATFORM

At the 35th annual meeting of the Association of nurserymen held in Denver, Colo., June 8, 9 and 10, 1910, J. H. Dayton, Painesville, O., reported for a committee appointed at the 1909 meeting to consider suggestions contained in a paper read by Mr. Dayton. This committee, composed of J. H. Dayton, Irving Rouse and William Pitkin, recommended as follows:

"That our lowest prices of trade lists should be mailed only to nurserymen or dealers with established headquarters, who are known to be actively engaged in the trade.

"That some effort should be made to have our price lists and quotations to orchardists and retail buyers nearer a uniform basis for same grades and varieties of stock.

"That as the practice of cutting prices as the season advances is one of the great demoralizer of both the wholesale and retail trade, established rates should be adhered to throughout the season.

"That parks, cemeteries, and other public institutions are not in the trade and are not entitled to trade rates.

"That stock shipped on orders of landscape architects and invoiced direct to their customers should be billed at same retail rates as if the order came direct from the planter."

The report was unanimously adopted.

Check for \$11,000

Albany, Or.—Probably the largest draft ever received in the State of Oregon in payment for fruit trees was received last month by G. W. Pennebaker, manager of the Albany Nurseries Company. This was in the sum of \$11,000 and was the final payment for a consignment of cherry trees to Montana covering a total of \$15,000, the amount of the contract in full. The trees went to the largest orchard company in the Northwest located in the most prominent orchard center of that state.

Nursery Conditions in the United States

(Continued from page 13)
influenced and in a general way governed by his associates in business and his environments. If there is unity of purpose, concentration of effort and striving on the part of each to elevate the business, there is nothing that can prevent the standard from being raised higher and higher.

Improvement in Grades

The improvement in grades in the past twenty-five years is but a beginning; it is in the improvement of the trees themselves that the real start must be made. Trees are our products and to improve them calls not only for a thorough knowledge of the best soils adapted to the growth of each kind of stock, but a working knowledge at least of fertilizers, entomology and spraying. The commercial spirit of economy demands that only those lands be used, which are best adapted to the propagation of each kind of stock. More space must be given to each tree, only the stocks best adapted to the purpose for which they are used, and more individual attention to each tree, plant or vine. More care should be used in the selection and cutting of buds and scions and in propagating from improved strains as well as selected trees which have shown a marked superiority over others of the same variety growing under equal conditions.

At Digging Time

Then when digging time comes, we should use every precaution to prevent any damage or lowering of the vitality by exposure. Nurserymen lose more than they realize here for the damage is not conspicuous and often not noticeable, yet when a tree, low in vitality, fails to make a proper growth, a complaint is registered and the nurseryman suffers. After all the trees are dug it is usually necessary to throw out a large per cent, which do not come up to the necessary requirements. The standard for our trees should be like that of an orange

packer in the South, who had tacked this legend over the table, "Every Doubtful Orange is a Cull."

Our responsibility does not cease with growing and grafting, but extends to the packing period. The best materials consistent with proper economy should be used and no unnecessary risks taken. We have not only the value of the stock at stake, but the good will, success and future patronage of the customer as well. We can also help in other ways such as adjusting overcharges, preventing delays, doing the right thing at the right time—in other words by applying to our every-day business what is known as the "personal touch."

The World's Fruit Basket

More each year the civilized world is looking to America for its supply of fruit in its fresh, preserved and dried forms; the ports of all nations are open to our fruit laden ships, the foreign markets each year call for an increasing quantity of our fruits at prices which make exporting a highly desirable and profitable branch of American orcharding. And rarely are our home markets fully supplied—and the demand continues to increase.

We were blind did we not see the meaning of these conditions as they may be applied to our industry. OPPORTUNITY is spelled in capital letters. Grasping them is our problem—our seeming problem. In reality there is no problem presented other than that of applying initiative, energy and enthusiasm.

Shall it be said of us, that in an era of wide open opportunities that the nurserymen were sluggards, lacked the perception to see the open door of progress, fell by the wayside and were beset with dry-rot? I hope not—I look forward to a new energy being born into us, an energy of a degree which makes all things possible.

Trade Opportunities

The chairmanship of a committee on trade opportunities was, at the Denver convention last June, given a man whom you all know to be well qualified by ability and experience to do justice to this subject. I refer to that good friend of the nurserymen, Mr. Jefferson Thomas. From him, you will hear a report of the work begun during the past twelve months. Not knowing what Mr. Thomas will say to you, I feel free to suggest that this committee should be made permanent; there are trade opportunities of which we have but little conception; developed and shown us, many avenues to dispose of our products will be opened to our members and that which will help us to create new markets is good and should be fostered.

As you all know, Mr. Thomas is not a nurseryman, though he has been in attendance at our convention for so many years that we all think of him as such. In giving us his time and the benefit of his wide experience he has been generous to a fault. I therefore trust that this body of men will show their appreciation for what he has done by lending close attention to his report and by adopting his suggestions in so far as they may seem practical.

Too much can not be said for the work of the several committees. The committee members are the ones who deserve the real credit. They do the work, taking precious time from their own business with little hope of recognition or reward. The recognized effort and success of any man in any undertaking is generally built upon the energy and support of his friends and colleagues, who although seldom seen or heard, are the force which makes forward movement and progress possible. I appreciate the honor which has been shown me, and have striven to "make good" but it is to committee members and many friends that credit is due.

I thank you.

Sidelights on St. Louis Convention

The protective associations re-elected officers and passed upon membership applications.

Secretary John Hall, after the convention, went to Chicago to visit his daughter, whose husband, Prof. F. C. Baker, is curator of the Chicago Academy of Science.

G. H. Green, secretary of the Auckland, New Zealand Provincial Nurserymen's Association, sent a program of the recent annual meeting of that association and greetings to the American Association.

No substitutions having been reported to the American Association at the St. Louis convention, it is presumed that the state vice presidents are the same for 1911-12, as for 1910-11, and as listed in this issue of AMERICAN FRUITS.

The big sulky ditcher of the Jeschke Manufacturing Co., Bellevue, O., in the rotunda of the Southern hotel, attracted much interest. "What a great feature that would be in a parade of nurserymen," said one of the tree growers, "with Papa Josslyn or Pete Youngers in the saddle."

John Watson's speech nominating Mr. Dayton for the presidency was in Mr. Watson's inimitable style—full of graceful consideration of the feeling of all concerned, yet expressive of the fact that right then and there was the time to permit every member of the association to record his choice of officers, following the suggestions by the vice-presidents.

When Norman J. Colman, of St. Louis, was seated on the platform, one of the nurserymen said: "Take a look at him, you'd never think he was 85 years old, and the oldest editor in the state. Well, he is, and he's got a cross from the French Government for eminence in agriculture, and scientific degrees from the universities you can't think of. He had stopped being an active member, so we elected him an honorary member today by a rising vote."

A feature of the concluding session of the convention was the speech by Jim Parker of Tecumseh, Okla. Mr. Parker spoke from experience. What he had to say regarding the value of the nursery salesman in action was convincing in every utterance. Mr. Parker used to sell trees; "and I'll bet he could sell 'em" was the expression of one who heard his extemporaneous address on that last day of the St. Louis convention. His oration was as charming as a zephyr in June from his own Oklahoma wafted down a glade of his native state of Arkansas.

Read and Profit

We urge our readers to take such time as is necessary to read the proceedings of the St. Louis Convention of the American Association of Nurserymen in full. Those who could not attend the convention, can thus obtain a very large part of the benefits of the annual gathering of the nurserymen of the country; those who were there can profit by study of the papers and the discussion which could not be fully absorbed during the rush of convention time.

The proceedings of the convention were practical to a degree and of direct interest to all in the trade.

The excellent address by President Stark, should be read with special care. The reports of the legislative committee, are of the utmost importance to nurserymen generally. Prices and grades, and the extension of trade are subjects of direct interest.

"Of late years the officers of the American Association have been elected because of their beauty instead of their oratorical ability," said President J. H. Dayton in responding to a toast at the Shaw banquet.

George C. Roeding, Fresno, Cal., sent a letter expressing regret at inability to be in St. Louis and extending a cordial invitation to attend the annual convention of the Pacific Coast Association of Nurserymen, of which he is president, at San Jose, Cal., June 21-23.

About 300 nurserymen were at the St. Louis Convention. A number of ladies were present. Entertainment was provided in varied form. The weather was cool until the last day of the convention, when the trip down the river to Jefferson Barracks, afforded a pleasing change.

If all nurserymen were as conscientious as is Charles M. Peters, Salisbury, Md., a greater uniformity in prices for nursery stock could be maintained. On one occasion Mr. Peters destroyed a surplus stock of trees to the value of \$15,000 when he might have received half that price by letting them go at cut prices and thus demoralizing the market to that extent.

Those who made up a party of Rochester nurserymen to travel to St. Louis in a "special" car were glad of the opportunity to return home from the convention, independently. "The 'special' car was an old one that rocked wildly from side to side and made riding most uncomfortable," said one of the party. "The party was thoroughly fatigued when St. Louis was finally reached—five hours later than the trip would have required if undertaken by those in the party individually."

Few nurserymen at the St. Louis convention wore hats that cost \$400 each. But one did. That was the price paid by Irving Rouse, Rochester, N. Y., for the feather-weight manila lid that shielded him from the Missouri sun in June. Mr. Rouse and Mrs. Rouse recently traveled in Colombia, South America, where this hat was purchased and where currency conditions are at so low an ebb that four American dollars are equivalent to 400 Colombian dollars. A cabman's demand there for \$200 for a carriage ride is disconcerting to the newcomer until he learns the truth.

J. Horace McFarland was missed at the convention. He sent a telegram explaining that as president of the American Civic Association his presence in Washington, D. C., was urgently demanded in connection with legislation affecting the preservation of the natural beauties of Niagara Falls. He asked the nurserymen to wire their representatives in congress regarding the matter. Upon motion of A. C. Griesa, the association approved the work of the American Civic Association and directed the secretary to transmit a telegram to Washington to that effect.

Wives And Daughters Present

Most of the nurserymen listed in the Badge Book, were at the St. Louis Convention. As they are listed there we do not repeat the names here.

The wives and daughters of delegates present were:

Mesdames J. H. Skinner, Topeka, Kan.; E. S. Welch, Shenandoah, Ia.; William H. Stark, Louisiana, Mo.; W. N. Scarff, New Carlisle, Ohio; C. A. Ilgenfritz, Monroe, Mich.; George Marshall, Arlington, Neb.; Sadler, Bloomington, Ill.; Bert Taylor, Topeka, Kan.; C. M. Stark, W. P. Stark and Earl Wilson, Louisiana, Mo.; C. J. Vandever, Bloomington, Ill.; Steele, J. W. Shuet and C. C. Sanders, St. Louis; G. A. Marshall, Arlington, Neb.; Charles Ernst, Moscow, Ohio; R. C. Stoehr, Dayton, Ohio; E. N. Jenkins, Winona, Ohio; P. Youngers, Gen-

eva, Neb.; E. E. Henby, Greenfield, Ind.; H. S. Harrison, York, Neb.; Z. A. Smith, Maywood, Ill.; H. M. Burton, Upper Alton, Ill.; P. A. May, Sedalia, Mo.; A. B. Morse, St. Joseph, Mich.; T. L. Bagley, New Haven, Ind.; J. W. Hill, Des Moines, Ia.; Clarence Wedge, Albert Lee, Minn.; Frank Custer, Bloomington, Ill.; T. P. Oliver, Rossville, Kan.; Joe T. McLaren, Congdon, Ind.; J. H. Foster, Fredonia, N. Y.; A. J. Brown, Geneva, Neb.; Bert S. Carnes, Fort Scott, Kan., and J. A. Young, Aurora, Ill. Misses Martha G. Lear, West Chester, Pa.; Gertrude Welch, Shenandoah, Ia.; Elsie Gittenger, Peachie Ransom and Isabel and Willie Stark, Louisiana, Mo.; S. E. Snyder, St. Louis, and Etta Boydston, Shenandoah, Ia.

Read Jim Parker's address—one of the gems of the St. Louis Convention. Read it all and profit thereby. In this number.

Practical Experiments With Root Gall

By E. A. Smith, Lake City, Minn.

This is the first year there has been a committee appointed whose business relates entirely to the investigation of and is to report upon Root and Crown Gall.

Important Bulletin

Soon after the American Association of nurserymen met at Denver last year, by far one of the most important publications on the subject of Root Gall that has appeared, was that of Prof. Geo. G. Hedgecock, of the Bureau of Plant Industry at Washington. The Bulletin known as No. 186, contains experiments and data of importance covering a period of several years. We understand this Bulletin can still be had upon application to the Bureau of Plant Industry at Washington. Prof. Hedgecock's experiments have been continued by Dr. Erwin F. Smith, Pathologist. A review of his experiments, together with illustrations, has appeared in print in some of our leading Horticultural Magazines.

The drift of opinion in the above reports seems to be that Root and Crown Gall are injurious, but to what extent has not yet been determined, as the results of many of the experiments are contradictory and still involved in doubt. Only time can settle this problem. It is gratifying to know that a number of practical nurserymen in different states have recently set out trees affected with Crown Gall for experimental purposes, and will report upon the same from time to time.

Committees

Sub-committees were appointed in eighteen states, extending over a widely scattered area of country. Several members of this committee have already reported the beginning of experiments, which we are confident will be of value as time goes on.

We take this opportunity of thanking the members of this committee for their ready response and willingness to render assistance whenever asked. The committee in the state of Montana has secured a modification of the Horticultural law in that state, and as a whole, considerable progress has been made in changing the attitude of inspectors in various states as to the effect of Root and Crown Gall, especially of the hard form upon apple trees.

Test Case

A pronounced case of injustice, as it appears to the writer from the information at hand, is that of the destruction of a large number of apple trees shipped into the state of Colorado by E. W. Reed of Indiana. As a detailed account of this case has been forwarded to a number of members of this association, we deem it of sufficient importance to warrant our making special mention of it at this time. The writer would recommend that the association, through its legislative committee, render financial assistance in making this a test case, and endeavor to ascertain whether the law is constitutional or not, which permits the destruction of healthy trees.

Printed Matter

Several hundred Bulletins containing papers read at the Denver Convention, relating to Root and Crown Gall, were sent out upon request, until the edition was exhausted. Letters relating to this subject were forwarded to sub-committees in several states and suggestions made, which in various instances were acted upon, we believe, with good results.

Practical Experiments

The writer believes it is only thru practical experiments that the existing prejudice against apple trees affected with Root or Crown Gall, can be overcome, and I would suggest and urge that nurserymen set aside a piece of ground for experimental purposes and that reports be made upon the results of such experiments from year to year, and a permanent committee be appointed by the Association to report upon this work.

In the continuation of our own experiments in orchards in the state of Minnesota, will say that trees which were planted by

the roadside, and set out six years ago, which were then affected with Root Gall, came thru the winter in splendid condition. The trees are now three and one-half inches in diameter and loaded with fruit. Other trees have also been set out by us for further experiments.

In the spring of 1910 some of our Red Raspberries were found to have Root Gall upon them. As soon as we discovered this fact we proceeded to dig up the entire block of plants. In digging them, as nurserymen well know, pieces of the root will be left in the ground. To our surprise these rootlets threw up sprouts early, which developed into A-1 plants, free from any trace whatever of Root Gall. As we had not planned to use this ground we continued to let the plants grow. In the fall we dug and used them to fill our orders, they being fine plants in every particular.

Anyone can try the experiment, and we believe the result will be similar to that here reported. If Root Gall is contagious, why did not these young plants also have Root Gall upon them, being grown from pieces of roots broken from certain plants, which were badly affected with Root Gall.

According to certain Pathological reports, apple trees affected with Root or Crown Gall planted 24 feet apart infect the soil with Gall and contagion results, but Root Gall upon Raspberries planted 2 ft. apart in the same row, in the above experiment, did not communicate itself to young plants, or sprouts grown from the same root, the theory of soil inoculation is a doubtful one at best. Practical experiments sometimes disturb and set at naught theories which have not been fully demonstrated or tested.

Theories and investigations sometimes work greater injury than is necessary or actual results justify.

Conclusion

Formerly the cry was, "The Philistines are upon us," but to-day we nurserymen may say, the Bacteriologists are upon us. They experiment with and inoculate trees, and because they find contagion thru this process, they condemn whole shipments of nursery stock, but nurserymen are not adopting the practice of inoculating trees prior to shipment, therefore much of this contagion scare should not apply to them or their product.

Certain diseases of the human system can be communicated by inoculation, but if the inoculation does not occur, there will be no contagion. So it is in a large degree with such tree diseases as the hard and hairy forms of Root or Crown Gall.

The writer is in receipt of a letter from the Pathologist in charge at Washington, date May 8th 1911, addressed to the Superintendent of Horticulture, in one of the western states. We quote from the letter as follows:—

"While I am in sympathy with the effort of keeping newly planted apple orchards free from diseases, the present scare in regard to Crown Gall is probably unnecessary. It is a very slow thing as rule, and has been in the older eastern orchards for years. Often times old galls are found on successful bearing trees forty years of age."

WOOD TREE LABELS

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ALLEN-BAILEY COMPANY,
DANVILLE, N. Y.

CORN HARVESTER with Binder Attachment cuts and throws in piles on harvester or winnowing. Man and horse cuts and shocks equal with a corn Binder. Sold in every state. Price \$20 with Binder Attachment. S. C. MONTGOMERY, of Texaline, Tex., writes:—"The harvester has proven all you claim for it. With the assistance of one man cut and bound over 100 acres of Corn, Kafir Corn and Maize last year." Testimonials and catalog free, showing pictures of harvester.

New Process Mfg. Co., Salina, Kan.

Horse Power Ditching

One of the most interesting exhibits at the St. Louis convention of the American Association of Nurserymen, was the big six horse ditching machine, of the Jeschke Manufacturing Company, Bellevue, O., which occupied a considerable portion of one of the big corridors of the Southern hotel rotunda. This machine was inspected by the leading nurserymen present, and was pronounced a distinct advance in labor-saving methods in which growers of nursery stock are becoming more and more interested.

Among leading nursery concerns which are using this ditching machine are Ellwanger & Barry, and Chase Brothers Company, Rochester, N. Y.; R. G. Chase Company, Geneva, N. Y.; and I. Ilgenfritz Sons Company, Monroe, Mich.

The machine speaks for itself, but for those who have not had opportunity to examine it we append a brief description:

It is drawn by six horses abreast, two three-horse teams on a strong 14-foot double evener, so as to bring the horses entirely away from the ditch and the earth thrown out of it. The wheels are on an axle some 12 feet long, and are hung on pivots or swivels so as to throw the machine around well at the ends and guide it around any possible curves. The cutting parts of the machine are raised or lowered by a screw arrangement right in front of the operator. First to the left behind the teams comes the large wooden wheel, iron-tired, six inches thick, 30 inches in diameter, which runs in the ditch and guides the machine. Then comes the huge cast-iron plow beam, to which first is attached a sort of double cutter, slanting backwards, as seen in the picture. It is of heavy steel, sharp in front and cuts from two to four inches deep each time and eight inches wide, and leaves a curved bottom each time ready at the last course to be "crumbbed" or cleaned with a scoop, all ready for the tile. Right behind this double cutter is a strong plow arrangement which simply widens the ditch a little on each side to make the front cutter work freely as it goes deeper and deeper, and to make the lifting of the dirt easier. This plow arrangement lifts the dirt, loosened by the double cutter and by itself, and throws it to the surface on either side, where the automatically-adjusted wings spread it out of the way.

The guaranty of the manufacturers, on which they base all sales, is that in average soil, if properly handled and drawn by six strong horses, the machine will dig 300 rods per day of ditch 30 inches deep and graded ready for the tile by brief use of the hand tile-scoop or crumbler. First a plow should mark the ground wherever the ditches are to be with a straight, clean-cut furrow six or eight inches deep. After this it takes only six cuts of the ditcher, each four inches deep, to make it 30 inches deep, thus requiring less than six miles of travel of the horses to dig the 300 rods. In parallel ditches 80 rods long or so, this would really take only three or four hours, and allow considerable time for removing stones and small boulders by pick, crowbar and narrow spade, which, in rather stony ground, should go along with the machine.

Dean Knickerbocker, writing to Rural New Yorker, says: "Based on a day's operation at a minimum of 300 rods per day, I figure that with the use of our horse-power machine we have saved no less than 15 to 20 cents per rod in the cost of our ditches, which is a saving of from \$45 to \$65 per day in the operation of the machine over the cost of doing the work by hand or hiring it done by a steam digger, or letting it out by contract. The operation of the machine is very simple; it is strongly built. Figuring the difference in the cost of our tiling by hand or to let it out by contract to be done by machinery was sufficient to pay for the machine in every 30 acres we tiled."

The Nurseryman and the Entomologist

Plea for Co-Operation--The Two Defined--Impressed By Spirit of Experimentation--Nurseryman Is Now Competent Authority on Varieties--He Should Have Part in Determining State Requirements

Prof. S. J. Hunter, University of Kansas, Before American Association of Nurserymen

IN THE FALL of 1896 the Kansas Nurserymen asked the Entomologist of the University of Kansas to assume responsibility for the inspection of Kansas Nurseries. For eleven years without legal requirement these nurserymen, of their own volition, asked for inspection annually. And then they caused the enactment of our present law. So what I have to say might be classed under "Fifteen Years Among Nurserymen."

The nurseryman and his business are not always clearly understood. The individual or organization of individuals who travel about the country buying stock where they may and selling where they can, regardless of consequences, are not nurserymen. A nurseryman in the proper sense of the term is a biologist, a student of that invisible stream of life which courses through twig and leaf. To be successful, therefore, he must have a high and proper conception of his vocation and its responsibilities.

In my annual visits among our Kansas nurserymen I have been not only interested but deeply impressed with the spirit of experimentation manifested in the earnest desire to improve present varieties and to develop new ones. As a result the nurseryman is now a competent authority on varieties adapted to given regions and the culture such require. In my own state, the first planted orchards were in the main non-productive. Their planters had no opportunity to profit by the experiences of the present day nurseryman.

What Is an Entomologist?

It was my good fortune once to be a country school teacher and janitor ex-officio. There is the place to deal with the country life problems. If the teacher places proper emphasis on the marvellous possibilities of the farmer and fruit grower rather than idealizing those vocations which have their centers in cities, then our young people will look more toward rural life for the realization of their ambitions.

And now it may properly be asked, what is an Entomologist? The public frequently associate him with the butterfly net. In reality he has little or nothing to do with the capture of insects, but his time and energy are largely devoted to those fundamental questions which deal with the relation of plants and insects and the development of both. He too, is a student of biology and as such should be fellow investigator in a common interest with the nurseryman.

The nurseryman and the entomologist are now likewise associated through legal enactment and it is this phase of the subject that doubtless concerns this association most. In this relation it goes without saying that both should be men of integrity. The entomologist should be a man of good sense and possessed of a reasonable amount of fair judgment. He should be a man to whom you will always want to tell your troubles. If he is not, there is something wrong either with him or with you. He should keep you advised at all times regarding the nature and condition of your stock and treat your business as strictly confidential.

Constructive Criticism

It has been my uniform experience that nurserymen want rigid inspection and that they have little patience or respect for things that do not mean what they say. The certificate of inspection is not a commodity to facilitate business but the outward expression of a standard which every true nurseryman endeavors to maintain. If this be not so, then it should be evident that each state in its own interest must assume of his vocation and its responsibilities.—Prof. S. J. Hunter.

I believe that we will all agree that just

at this time it is unusually easy to find fault but constructive criticism is what we want. The nurseryman and the entomologist can be of mutual helpfulness. Such, however, can be only through mutual confidence and earnest co-operation.—Prof. S. J. Hunter.

It goes without saying that we need greater uniformity in state requirements, but there will always be questions which each state must settle for itself. The nurserymen of each state, therefore, should have a part in determining the policy of its inspection regulations. It should not and can not be properly done independently of them. If present arrangements can not give you a voice you should ask for it. A State Entomologist some time ago asked me what he could do to improve the efficiency of his nursery department. I told him to select from among his nurserymen an advisory committee of representative nurserymen and to consult with them fully regarding all of his plans of operation.

The entomologist can be made one of your most valuable assets. You need never question his intentions. His judgment may not always appeal to you. The entomologist has problems in the administration of his part of the nursery business. The certificate carries with it his standing. If the certificate is misused it reflects directly upon him. He finds it very difficult at times to classify as a nurseryman an applicant for certificate who has but a few plants on a vacant lot.

Co-operation Suggested

Nurserymen are coming to establish fellowships whereby the entomologists cooperate with them in solving some of the problems which are now costing them thousands of dollars annually. Some nurserymen are sending their sons to universities for special training in entomology. Others are placing an entomologist on their working staff. This is the proper attitude and one certain of results.

"It is an ill wind that blows nobody good." To petty thieves we owe the discovery of the wonderful fungicidal power of the Bordeaux mixture, first placed on grapes as a protection against pilferers. Injurious insects have proven an incentive to proper culture.

When we consider that more than one-half of our injurious insects are foreigners imported into our country, that foreign imports of nursery stock increase with each year and that with these we are in great danger of introducing enemies of horticulture capable of creating great losses and becoming heavy handicaps to the business represented here, we should be fully awake to the necessity of most hearty co-operation between the nurserymen and the entomologists in securing legislation of the right sort.

This is a time of getting together, the day of co-operation, of government by commission. The entomologists and the nurserymen working as a commission, then are in harmony with the times. In no other way can either obtain so good results.

To Purchase Express Companies

The Congressional sub-committee on Post Office and Postroads on June 14th, took up for consideration the Lewis bill, which provides for condemning and purchasing the express companies and adding them to the Postal system, and establishing a complete system for the quick transport of packages and the eatable products of the farm and truck garden, etc. At their last conference in Washington the representatives of the business men of the country and of the farmers' granges asked Congress to establish such a system, and representatives of these interests were present at the hearing before the committee.

Report on Exhibits

Following is the report of the committee on exhibits:

A. B. Morse, Nursery Catalogues, St. Joseph, Mich.; McFarland Publicity Service, Catalogues, etc., Harrisburg, Pa.; Parker Nursery & Orchard Co., One year Apple Grafts, Tecumseh, Okla.; E. A. Riehl, Fruit on Branches, Alton, Ill.; Wild Bros., Peonia Blossoms, Sarcoxie, Mo.; Homer L. Reed, Graft Wrapper and Clamp, Louisiana, Mo.; B. G. Pratt & Co., Insecticides, New York; American Fruits, Trade Magazines, Rochester, N. Y.; Stark Bros. Nursery & Orchard Co., Tree Diggers, Louisiana, Mo.; Clinton Falls Nursery Co., Packer Trencher, etc., Owatonna, Minn.; Gilbert H. Wild, Peonia Blossoms, Sarcoxie, Mo.; Thomas E. McBeth, Hydrangeas in Bloom, Springfield, O.; Fountain Cutlery Co., Hedge Shears, Philadelphia, Pa.; National Nurseryman, June issue, Rochester, N. Y.; Stecher Litho Co., Plates, Rochester, N. Y.; Perfection Mfg. Co., Wood Labels, Detroit, Mich.; Western Fruit Grower, Catalogues, etc., St. Joseph, Mo.; Allen-Bailey Co., Labels, Stakes, Danville, N. Y.; Austin Nursery Co., Pecans etc., Austin, Tex.; Thomas Meehan & Sons, Rafia, Calipers, Dresher, Pa.; The Deming Co., Spraying Apparatus, Salem, O.; Grasselli Chemical Co., Insecticides, Cleveland, O.; Jeschke Manfg. Co., Ditching Machine, Bellevue, O.; L. F. Dintelmann, Tree Baler, Belleville, Ill.; St. Louis Cordage Co., Twines, St. Louis; Jackson & Perkins Co., Shrubs, etc., Newark, N. Y.; J. G. Harrison & Sons, Ornamentals, etc., Berlin, Md.; Rochester Lithographing Co., Plates, Books, Rochester, N. Y.; D. Hill Nursery Co., Evergreens, Dundee, Ill.; W. N. Scarff, Berry Transplants, New Carlisle, O.; Benj. Chase Co., Wood Labels, Derry, N. H.; Dayton Fruit Tree Label Co., Wood Labels, Dayton, O..

We feel that this feature of our annual meetings should be encouraged and take this occasion to express to the exhibitors our appreciation of the excellent showing made at this meeting. We hope that the incoming committee on exhibits will make it a point to stimulate the interest already manifested in this feature to the end that we may have at Boston next year, if possible, an exhibit which will continue to be the pride of the association.

Again expressing our thanks to the firms contributing to this feature of our association, we respectfully submit the above as our report.

C. C. MAYHEW,
H. D. SIMPSON,
E. P. BERNARDIN.

Nurserymen at the Head

The new executive committee of the Nebraska State Board of Horticulture last month re-elected C. G. Marshall, College View, as secretary. The committee members are: W. A. Harrison of York, president; Peter Youngers and A. J. Brown of Geneva, Y. A. Yager of Fremont, G. A. Marshall of Arlington and L. M. Russell of Lincoln.

Mid-Continent Orchards

Topeka, Kan.—A charter has been granted to the Mid-Continent Orchards Company. The company is capitalized at \$500,000, and will have its principal headquarters at Parker, in Linn county, Kas. The business of the company is stated "to buy, operate and sell orchards." The incorporators are J. H. Davis and John B. Stephen of Denver, and L. J. Van Laeys, W. H. Flowers and W. R. Gilmore of Topeka.

The company has bought an orchard of several thousand acres in Linn county.

How to Extend the Wholesale Markets

E. S. Welch Before American Association of Nurserymen

THE QUESTION of the extension of our wholesale markets is an important subject that I shall discuss briefly. In many cases, the nurserymen who grow stock extensively must depend largely upon selling his product at wholesale to the retailer.

For the production of the best class of trees, shrubs, etc., the personal attention of the owners of a large nursery plant is usually required. It is often difficult to find time to distribute the product direct to the ultimate consumer.

All of us can help extend our wholesale markets by producing a better grade of trees, by being careful to grow the hardiest and most desirable varieties, and encouraging the distribution and planting of such stock as will give the planter the best possible results.

Superior varieties of nursery stock, properly grown, when planted, will be the means of increasing the demand for desirable stock at profitable prices to the grower.

Valuable Varieties

The introduction of valuable fruits, ornamentals, roses, vines, etc. Such as Jonathan, Wealthy, and Delicious apples; Montmorency, Bing, and Wragg cherries; the Japanese varieties of plum; Weeping Birch,

Elm, and Mulberry; Frau Karl Druschki and Rambler roses, Clematis paniculata, and other varieties too numerous to mention, have been the means of a wonderful extension of the wholesale market for nursery stock.

The nurseryman can materially assist in creating a demand for the best and most desirable varieties by planting freely himself, and giving the necessary attention to produce the best possible results.

He should be an active member of the improvement clubs, and various organizations interested in civic improvements, and he should take the lead in organizing them, not from a selfish standpoint alone; for he should realize the greatest benefits that will accrue to all communities from the planting of trees, flowers, roses, etc. While such activity will enlarge the markets for nursery products, as a patriotic citizen, it is the duty of the nurseryman to encourage the beautifying of our Nation. For what is there that will add to the beauty and value of real estate like the planting of fruit trees and ornamental nursery stock?

A Broad Field

The nurseryman who can develop and introduce additional varieties of superior merit in all lines of horticulture, will materially assist in the extension of our markets. The development and improvement of our Nation in growing fruits, of recent years, has created a greater necessity for growing trees in wholesale quantities. Street, park, and ornamental planting is rapidly following in all parts of our country; hence the nurseryman has a broad field for the development and extension of our wholesale markets.

by which the wholesaler and grower can help the retailer to extend the market. Demand for nursery stock is by reason of the much-abused tree agent. Certainly wholesale prices should not be quoted to the planter.

"How best can base ball interest be extended? By supporting it. That is the way to extend the retail nursery market. Wholesale prices to the retail field knocks it down. Aid the retailer who has put his money into the getting of business to extend the wholesale market."

J. S. Kerr, Sherman, Tex.—"We have a good deal of trouble in Texas and the Southwest on this subject. I think Mr. Pitkin's address is very timely. Wholesale prices should not be sent into the retail field. In the first place the principle is wrong. In the second place, a man will hardly buy by mail. In the third place, it prevents him from buying from the man on the ground, because he hopes to do better later on."

Planting Cherry

Green Bay, Wis.—Cherry trees will be grown on the Oneida reservation for commercial distribution and the fruit marketed within a short time. A corporation of \$50,000 bearing the name, "Oneida Commercial Cherry Orchard company," has been formed and a charter to do business obtained of the state.

This new company now owns about four hundred acres of land on the reservation, and trees were grown on a portion of that acreage this season.



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LATEST WORK IN COMMERCIAL HORTICULTURE

Cove, Ore.—An immense area of land in this vicinity has been planted in various kinds of fruit trees since January 1. Nearly all of the new planted area is in cherries, apples and pears.

Vale, Ore.—The Willow River company planted 800 acres to apple trees last Spring.

Grand Rapids, Mich.—That the fruit industry of Mason county is being developed at a rapid rate, is proved by the fact that over 100,000 fruit trees were received by Mason county farmers last spring. Conservative estimates place the amount expended this season for new orchards in the neighborhood of \$30,000. More acreage is being planted to trees this season than ever before, and mostly in peaches.

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Fruit tree stocks as:
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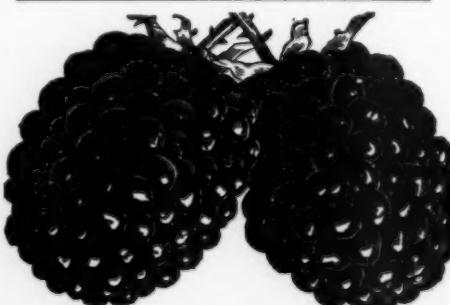
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Our stock is well grown and graded and prices are such that it will pay you to investigate. Come and see us or write.

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EVERYTHING IN SMALL
FRUIT PLANTS
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Sheboygan, Wis.—The coming of eastern Wisconsin's fruit era was heralded in May by the arrival of 200,000 fruit trees to be set out in Door county. The shipments in all aggregated ten carloads.

To Grow Cherry in Montana

Libby, Mont.—Frank Sears, of Florence, Mont., has been in Libby looking for 1,000 acres of stump land for the purpose of clearing it and planting it to cherries. Mr. Sears represents St. Louis interests.

Detective to Grow Fruit

Portland, Ore.—John T. Moore, captain of detectives of Portland, has taken an option of 40 acres of fruit land at White Salmon, Wash., at \$6000. The land is on the Underwood side of the White Salmon River. Captain Moore has indicated that he intends to develop a fruit ranch to retire to when he gets ready to quit chasing criminals.

900 Fruit Trees for Indians

San Jose, Cal.—Through the effort of the Rev. Edwin Sidney Williams of this city, three nurseries have donated 900 fruit trees for the Indians in Collusa county. The Indians will pay the Indian agent ten cents each for the trees and the money thus obtained will be placed in the fund for building them a school, this plan being adopted to give them a useful lesson in thrift and self help.

To Plant Many Fruit Trees

Hagerstown, Md.—E. L. Devore, of Pittsburgh, representing a \$50,000 company shortly to be incorporated, has closed a deal for the purchase from Louis Mizel of nearly 1,000 acres of land west of Pearre, Washington county.

The tract will be planted with fruit and vegetables. The company will erect a cannery factory, ice house, evaporating plant, sawmill, stave mill and barrel factory. There are now 3,000 peach trees on the place and the company will plant 15,000 apple trees and 5,000 more peach trees in the fall.

To Develop \$50,000 Acres

San Diego, Cal.—A group of Southern Californians, at the head of which F. G. Howland, who is in charge of the quarantine department of the State Board of Horticulture and Agriculture, plan to carry out on a large scale a land development scheme in Mexico.

The property is known as the Monteverde tract, and comprises 50,000 acres of the El Carrizal rancho, located on the coast of Mexico, on the Gulf of California, near Kino Bay, at a point where the Sonora and Bacanuchi rivers have their subterranean outlet to the sea. The name El Carrizal (grassy plain) indicates the natural richness of the soil, which is a fertile silt, owing its luxuriance to the delta soil created by the wash of centuries from the two rivers.

Seed Nursery Planned

South Pasadena, Cal.—For the purpose of supplying the East with seeds of California flowers, John Lewis Childs, flower planter, is establishing at Palm avenue and Magnolia street a seed nursery, which is expected to produce several hundred pounds of seeds of many sorts of typical California floral specimens.

Childs has purchased three acres at this point, and has just finished erecting his long rows of lath-roofed houses. These already contain thousands of plants.

Benton Harbor, Mich.—Twenty thousand packages of fruit were shipped from the twin cities June 13, about one-third of which was cherries.

W. T. HOOD & CO.

"OLD DOMINION NURSERIES"

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Offer for Fall Trade of 1911

Peach Trees, fine assortment

Pear Trees, 2 yr., unexcelled

Cherry, 2 yr., none better

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NURSERY STOCK

Complete assortment of Fruit and Ornamental stock in all varieties suited to northern culture. A specialty of Hardy Shade Trees, Windbreak Stock, Evergreens (Coniferous), Deciduous Shrubs, Apples and Native Plums

The Jewell Nursery Co.

Lake City, Minn.

Established 1868.

1500 Acres

Proposed Uniform Description of Stock

Uniform Description

The committee on uniform classification presented the following uniform description:

Nursery and Florists' Stock, other than Cut Decorative Evergreens, prepaid:

Dormant

Citrus:—Cuttings or scions, in barrels or boxes, L. C. L.

Seedlings in barrels or boxes, L. C. L.

Trees:—In bundles, tops tied, roots boxed or wrapped, L. C. L.

In bundles, completely wrapped, L. C. L.

In barrels or boxes, L. C. L.

Cuttings, Scions or Seedlings in packages named for L. C. L. shipments, or Trees in packages or loose, straight or mixed C. L., min. weight, 16,000 pounds. (B. Rule.)

Other than Citrus, and other than Cranberry Vines or Strawberry Plants:—Cuttings or Scions, in barrels or boxes, L. C. L.

Seedlings in barrels or boxes, L. C. L.

Plants, Shrubs, Trees or Vines:—In bundles, tops tied, roots boxed or wrapped L. C. L.

In bundles, completely wrapped, L. C. L.

In barrels or boxes, L. C. L.

Cuttings, Scions or Seedlings in packages named for L. C. L. shipments, or Plants, Shrubs, Trees or Vines, in packages or loose, straight or mixed C. L., min. wt. 16,000 lbs. (L. or B. Rule.)

Not Dormant

Plants or Vines, not otherwise indexed by name:—In baskets with solid or slatted covers.

In boxes with slatted covers, or in crates.

Rooted in tubs or boxes without covers, tops protected.

In barrels or boxes.

Shrubs:—In bundles, roots boxed or wrapped, L. C. L.

Rooted in tubs or boxes without covers, tops protected, L. C. L.

In packages named C. L. min. wt. 16,000 lbs. (B. Rule).

Trees:—In bundles, roots boxed or wrapped.

Rooted in tubs or boxes without covers, tops protected.

Cranberry Vines:—In bags, L. C. L.

In crates, L. C. L.

In barrels or boxes, L. C. L.

In bales, L. C. L.

In packages named, C. L. min. wt. 24,000 lbs. (B. Rule).

Strawberry Plants:—In baskets, without overtop handles, with solid or slatted covers. In crates.

Scale a Blessing

Prof. L. R. Taft, inspector of nurseries and orchards of Michigan, notes that San Jose Scale has infested apple, peach and plum trees in Southern Michigan.

If the dead portions are cut away and the remainder of the tree sprayed with lime-sulphur solution he says it will be possible to save the trees.

Continuing, Prof Taft says: "If the trees are handled in this way the injury from the scale may prove a blessing, as the scale can be easily controlled and if the trees are cut back a new head will be formed, which will practically renew them."

A POINTER IN EVERY ITEM

There is a pointer for the progressive nurseryman in every item in AMERICAN FRUITS. Read every item in this issue and then decide whether you can afford to miss the regular perusal of AMERICAN FRUITS every month in the year. Your competitor is busy.

Big Concern Enters Oregon

Eugene, Ore.—The California Fruit Cannery Association, with headquarters in San Francisco, has entered the Oregon field for business and has contracted for nearly the entire cherry output of the Willamette Valley, or those varieties that are marketable, especially the Royal Annas. The price to be paid for this variety of cherries, according to the contract is 4 cents a pound for the next three years. All the growers have to do is to deliver them to the nearest railway station or at the canneries at Eugene, Roseburg, Salem and Portland when in a marketable condition and draw their money. The company is also seeking to contract Loganberries at \$60 a ton, and will handle other berry crops. They will also handle dried fruit, particularly prunes, raised in the Willamette Valley.

Strawberries in Tennessee

Chattanooga, Tenn.—"Farmers are beginning to realize," says Manager Cooper, of the Fruit Growers Exchange, "that strawberry production is a paying proposition and a large number of them will plant a crop of berries next year who have never heretofore given berry raising a thought. We have the best soil and climate in the country for berry raising, and if farmers would give it more attention Chattanooga would be the largest berry market in the United States.

"We will ship this year from Chattanooga, about 125 cars; each car will contain 400 crates of berries, making a grand total of 50,000 crates. At the present prices of berries I might be safe in saying that the average price of berries throughout the season will be \$1.90 a crate. Taking these figures, 50,000 crates at \$1.90 a crate, it figures \$95,000 to be distributed among berry growers."

American Apples in England

The consumption of American apples last season was abnormal in England, owing to the failure of crops, not only in England but also in other parts of the world. It is stated that the importations exceeded all previous shipments to that country and prices ruled high.

DIRECTORY OF NURSERYMEN

Nearly 5000 names of nurserymen besides much other valuable information including all the laws for transportation of nursery stock in the United States and in Canada, lists of Associations, etc., in the "American Fruits" pocket directory of nurserymen.

"We have never appreciated the Directory in the right way until the last three weeks. It gives all the laws of the different states and all the addresses of officers for each state. We want one every year."—OZARK NURSERY COMPANY.

Sent postpaid on receipt of \$1.00. AMERICAN FRUITS PUBLISHING COMPANY, ROCHESTER, N. Y.

For Father, Son
Brother, Uncle,
Nephew or Grandpa

\$5 Safety Razor for Only 97c

Beautifully silver plated, with strapper, handle and holder, a full set of Grains Celebrated Wafer Blades, all in a handsome lined leather case, just like the high grade \$5.00 outfit sold in stores. Remember this Special Advertising Offer is for a short time only in order to introduce in every city, town and hamlet in the United States.

Old Way New Way
All you need to do is to refer to this ad, enclosing ninety-seven cents, with your name and full address and the complete Grains Safety Outfit exactly as described will be sent once fully prepaid.

L. C. GRAINS COMPANY
60 Pulsifer Bldg. Chicago, Ill.

WANTED-A RIDER AGENT

IN EACH TOWN and district to ride and exhibit a sample Latest Model "Ranger" bicycle furnished by us. Our agents everywhere are making money fast. Write for full particulars and special offer at once.

NO MONEY REQUIRED until you receive and approve of your bicycle. We ship to anyone anywhere in the U. S. without a cent deposit in advance, *prepaid freight*, and allow **TEN DAYS' FREE TRIAL** during which time you may ride the bicycle and put it to any test you wish. If you are not perfectly satisfied or do not wish to keep the bicycle ship it back to us at our expense and you will not be out one cent.

FACTORY PRICES We furnish the highest grade bicycles it is possible to make at one small profit above actual factory cost. You save \$10 to \$25 middlemen's profits by buying direct of us and have the manufacturer's guarantee behind your bicycle. **DO NOT BUY** a bicycle or a pair of tires from anyone at any price until you receive our catalogues and learn our unheard of factory prices and remarkable special offers to **rider agents**.

YOU WILL BE ASTONISHED when you receive our beautiful catalogues and study our superb models at the **lowest** prices we can make you this year. We sell the highest grade bicycles for **fully low prices** we can make you this year. We sell the highest grade bicycles for less money than any other factory. We are satisfied with \$1.00 profit above factory cost.

BICYCLE DEALERS, you can sell our bicycles under your own name plate at double our prices. Orders filled daily.

SECOND HAND BICYCLES. We do not regularly handle second hand bicycles, but usually have a number on hand taken in trade by our Chicago retail stores. These we clear out promptly at prices ranging from \$2 to \$8 or \$10. Descriptive bargain lists mailed free.

COASTER-BRAKES, equipment of all kinds at half the regular retail prices.

\$10.00 Hedgehorn Puncture-Proof **Self-healing Tires** **A SAMPLE PAIR TO INTRODUCE, ONLY** **4.80**

The regular retail price of these tires is \$10.00 per pair, but we introduce we will sell you a sample pair for \$4.80 (cash with order \$4.55). **NO MORE TROUBLE FROM PUNCTURES**

HAIR, Tacks, or Glass will not let the air out. A hundred thousand pairs sold last year.

DESCRIPTION: Made in all sizes. It is lively and easy riding, very durable and lined inside with a special quality of rubber, which never becomes porous and which closes up small punctures without allowing the air to escape. We have hundreds of letters from satisfied customers stating that their tires have only been pumped up once or twice in a whole season. They weigh no more than an ordinary tire, the puncture resisting qualities being given by several layers of thin, specially prepared fabric on the tread. The regular price of these tires is \$10.00 per pair, but for advertising purposes we are making a special factory price to the rider of only \$4.80 per pair. All orders shipped same day letter is received. We ship C. O. D. on approval. You do not pay a cent until you have examined and found them strictly as represented. We will allow a cash discount off per cent (thereby making the price \$4.55 per pair) if you send **FULL CASH WITH ORDER** and enclose this advertisement. You run no risk in sending us an order as the tires may be returned at our expense if for any reason they are not satisfactory on examination. We are perfectly reliable and anxious to use our bank as a bank. If you order a pair of these tires, you will find that they will ride easier, run faster, wear better, longer and cost less for the tire you have ever used or seen at any price. We know that you will be so well pleased that when you want a bicycle you will give us your order. We want you to send us a trial order at once, hence this remarkable tire offer.

IF YOU NEED TIRES don't buy any kind at any price until you send for a pair of Hedgehorn Puncture-Proof tires on approval and trial at the special introductory price quoted above; or write for our Big Tire and Buggy Catalogue which describes and quotes all makes and kinds of tires at about half the regular price.

DO NOT WAIT but write us a postal today. **DO NOT THINK OF BUYING** a bicycle or a pair of tires from anyone until you know the new and wonderful offers we are making. It only costs a postal to learn everything. Write it now.

J. L. MEAD CYCLE COMPANY, CHICAGO, ILL.

Report of Transportation Committee

Following closely the published program President Stark called for the report of the Committee on Transportation, of which D. S. Lake, Shenandoah, Ia., is chairman.

The report was read by Mr. Sizemore, of the committee and was in substance as follows:

Your Transportation Committee feels to a certain extent, they come before you this season with hands nearly empty. This however was not caused by lack of interest or indisposition on their part, but to circumstances, over which they had no control.

At the last meeting of the Association it was thought best to send a representative to attend the meeting of the Western Classification Committee which had been scheduled to take place at "Glenwood Springs, Colorado, in July, 1910," for the purpose of conferring further with some members of the Uniform Classification Committee who are also members of the Western Classification Committee. The meeting however failed to take place on account of the injunction granted by Judge Dyer, in behalf of the shippers who claimed that the proposed general advance in freight rates all over the country were unreasonable, and which has since been sustained by the Interstate Commerce Commission. Since that time there has been no meeting of the Western Classification Committee, but their next one will be held at Milwaukee in July. Another setback was caused by the death of Chairman Becker last January, and so far the railroads have failed to agree on his successor. The selection of the new Chairman of the West-

ern Classification Committee, will be of vital interest to the nurserymen, and should he, whoever he may be, be in sympathy with the nursery interests it will greatly facilitate any matters which nurserymen may in future bring before the Classification Committee.

The parties of the Uniform Classification Committee who are handling the nursery schedule have decided that in the new classification trees and shrubs on bills of lading will have to be specified as "dormant trees," "dormant shrubs," "dormant plants," etc. We endeavored to have them eliminate the dormant requirement but they would not consider our petition at all, claiming their investigation had developed the fact that Green House Plants and Florist's stocks were shipped in car load lots from a number of points in the United States, and in order to protect the carriers from such shippers who might bill their shipments as shrubs and trees it was absolutely necessary to specify "dormant" or "not dormant," at the case might be.

When the Uniform Classification becomes effective, we would suggest to all nurserymen that their bills lading should be printed "dormant trees," "dormant shrubs," etc., and thus avoid any possibility of their being billed at a higher rate by the railroads.

During the past year quite a number of the nurserymen in the Association desired that the Transportation Committee take up with the railroads and if possible prevent the roads operating out of St. Paul in the states of Minnesota and Montana, from taking out the half rate on nursery stock which have been enjoyed by shippers for the past several years. Your committee on Transportation advised them that they were willing to do anything in their power to have the railroads to continue said rates but it was their opinion as the rates had been voluntarily lowered by the railroad in order to encourage nursery shipments into those territories, that the railroads could cancel the rates at any time.

The long and short haul proposition of the Hepburn Act has and will continue to prove of great benefit to shippers throughout the country, as the Commission will not allow the carriers to charge more for a shorter than a longer distance when the shorter is intermediate, except in rare cases and such cases, must have the approval of the Commission before the railroads can put them into effect. The rates to Colorado Common Points were lowered about 14% and all intermediate points in Western Kansas and Eastern Colorado have been lowered to correspond.

The question of dormant rose bushes taking the classification with trees and shrubs, also hardy Rhododendrons and Azaleas has been brought to the attention of the Transportation Committee, and while our efforts in the past have failed along these lines, we would suggest, if the Association approves that the matter be placed again on the docket of the Official Classification Committee, which will meet sometime the later part of August and arrange to send a representative or two, to appear before the Committee and if possible have the desired change made. We believe this will be taken care of by the Uniform Classification Committee, but as it may be 2 or 3 years before their work is completed, our Eastern brethren think that some action should be taken before that time. Mr. J. H. Humphreys of the Andorra Nurseries, Philadelphia, Pa., has signified his willingness to be that Committee or one of the Committee to handle the subject.

We would like to reiterate what was said by our last committee about having representatives to attend these railroad meetings whenever possible as keeping in touch with the railroad men and becoming more personally acquainted with them, goes a long way toward securing favorable action on any proposition we may have.

In the beginning of this report we stated the difficulties and conditions which had arisen preventing your committee from ac-

complishing very much, but we respectfully submit the above for your kind and indulgent consideration. Trusting something may have been said or touched upon that will be of some interest to you, I remain,

William Pitkin of Chase Brothers Co., Rochester, N. Y.: "This is a matter of the greatest importance. If it is possible, we should secure a uniform classification of general nursery stock." E. A. Smith, vice-president Jewell Nursery Co., Lake City, Minn., also spoke of the importance of the subject.

Dansville Nursery Incorporated

Maloney Bros. & Wells, Dansville, N. Y., have recently incorporated for \$60,000 under the name of Maloney Bros. & Wells Co, for the purpose of carrying on a general wholesale and retail nursery business. There is no stock to be sold, as it will remain with the present owners, A. E. Maloney, F. W. Wells, and W. J. Maloney. They desire to thank the patrons for past favors and hope for a continuance of same, with the assurance that since they recently built a large, modern storage, they are in a better position to serve all interests than ever.

"Competition of the cut-throat type is self-destructive, like war or disease. Real competition means the profiting of each in proportion to his efforts in elevating and promoting the business as a whole, as well as individual interests."—W. P. Stark.

ROSES

Several thousand—General Jack, J. H. Laing, Paul Neyron, Tom Wood, M. P. Wilder, Magna Charta; other sorts W. B. COLE, Painesville, O

J. H. SKINNER & CO.

Fruit, Shade and Ornamental
Trees, Flowering Shrubs,
Apple and Pear Seedlings,
Forest Tree Seedlings

Sta. "A" TOPEKA KAN.

P. O. Box 481 PEACH SEED Phone 4382 St. Paul

W. W. WITTMAN & CO., Baltimore, Md.

Surplus Sale of removal stock of some 2000 bu. Va. Natural Peach Seed at 50 per cent reduction. Special inducements on car lots.

BUDS—Apple, Cherry, Peach, Pear, Plum, etc., ready to ship July 1st. Our growing stock is very promising. Prices lower now than later. Big lot of scions to offer. Write for prices.

JOHN A. CANNEDY NUR. AND ORCHARD CO. Carrollton, Ill.

The Monroe Nursery
I. E. Ilgenfritz' Sons Co.
MONROE, MICH.

Over
Sixty Years
in the
Business

Offer a
General
Line of

**CHOICE
NURSERY
STOCK**

Plum, Cherry, Etc.
Peach, Std. Pear,

Correspondence Solicited

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

Manufacturers of the Celebrated Ilgenfritz Graft and Stock Planter and Firmer.

3000 Standard Bartlett Pears No. 1
Two Year.

A good assortment of other kinds.

W. B. COLE, Painesville, O.

Just say you saw it in AMERICAN FRUITS.

The Round Table---In Common Council



Budding Pecans

Editor AMERICAN FRUITS:

In your May number we note that Mr. Stiles of Texas requests information about top budding pecans on hickory stock.

We have quite a grove of them that are top budded, we got some nuts the second year, they have now been bearing for four years and have had good crops each year, we do not notice any difference in the nuts from those that have been top budded on pecan stock instead of hickory, they are about the same size, flavor etc.

The hickory stock that we used was of the small bitter variety that grows in damp places.

We top budded small to very large trees. In regard to the English walnut will say that so far as we know we are the only firm east of California that is propagating them extensively in our nurseries, we get our grafts from California and graft them on our native black walnut stock.

ROOD PECAN GROVES,
by C. M. Rood, Pres.
Albany, Ga.

THE AMERICAN ASSOCIATION

Membership in the American Association of Nurserymen is an asset in the business of the nurserymen who will study the proceedings; attend the conventions and take part in the discussions of practical trade topics. Write to Secretary John Hall, Granite building, Rochester, N. Y., today, if you are not a member.

P. SEBIRE & SON

Nurserymen, Ussy, Calvados, France
Offer a general assortment of Fruit Tree Stocks such as Apple, Pear, Myrobalan, Plum, Mahaleb and Mazzard Cherry, Angers Quince, Small Evergreens, Forest Trees, Ornamental Shrubs, Roses, Etc. The largest stock in the country. Prices very low. Grading and packing the very best. Send for quotations before placing your orders. Catalogue free.

C. C. ABEL & CO.

Agents for United States and Canada
10-116 Broad Street, New York.

WOOD LABELS

The kind that gives satisfaction
Can be supplied either plain or
printed, with Iron or Copper wire
attached in any quantity.

Our facilities for handling your
requisite are unexcelled.

Samples and prices are at the
command of a communication
from you.

DAYTON FRUIT TREE LABEL CO.

DAYTON, OHIO.

SOME THINGS YOU OUGHT TO KNOW

If You Are in the Nursery Business.

It goes without saying that you want to communicate with the Trade in the most direct and thoroughly effective manner, and at the least cost.

You know what it costs to print circulars, and pay the postage, and price for addressing and handling them.

You know that in most cases a circular is very short-lived—from three minutes to about eight hours—if it is even opened by the recipient.

A handsomely printed Nursery Trade Journal bristling with live news of the Trade on every page, and adjoining your business announcement therein, can carry your announcement to the Trade throughout the country in a form that will cause it to be presented for repeated reference—and at a cost much less than by the ineffective circular route.

Why in "American Fruits"—Ten Reasons

1. Largest circulation—reaching upwards of 4,000 nurserymen.

2. Publication and distribution from one to two weeks earlier than in any other similar journal.

3. Printed in three colors on enameled paper throughout; advertisements next to reading matter without extra cost.

4. The only independent Nursery Trade Journal—absolutely untrammeled—representing your individual interests equally with any other, preferring none.

5. The only publication giving the news of the Nursery Trade and practical features that produce business. A business pointer in every item.

6. Its publishers have 28 years experience in journalism, covering every branch—they did not enter Nursery Trade Journalism as novices in the publishing business.

7. Its editor founded Nursery Trade Journalism in America, and has pointed the way daily from the start.

8. The manager of "American Fruits" is also manager of a Publicity Bureau which has for years prepared advertising matter for large commercial concerns. Advertisers in "American Fruits" get the benefit of this Bureau without additional cost.

9. American Fruits Publishing Company issues a Directory of Nurserymen, containing nearly 5,000 names and addresses; and thus is in direct touch with the entire trade.

10. Advertising rates in "American Fruits" are lowest and results are direct, especially when advertising in the journal is maintained for yearly term, changing copy as desired.

E. Fred Rowe, for many years connected with James Vick's Sons, of Rochester, has severed his connection with that house to take a place with the McFarland Publicity Service as chief of its copy department.

25000 CUMBERLAND RASPBERRY
Fair stock of all kinds of small fruits.
W. B. COLE, Painesville, O.

Will have a good supply of Peach Buds
Also several car loads of Peach to offer for Fall shipment

THE GREENBRIER NURSERY CO., Inc.

Will Need Nursery Stock

Twelve thousand apple trees for October delivery is what one orchard company at Covington, Va., is in the market for, having made plans for the development of a large apple orchard. The company has purchased 500 acres of limestone land between Covington and Hot Springs, and has also purchased a hundred-acre mountain orchard. The average elevation of these orchards is reported as about 2600 feet, which makes it sufficiently cool, so it is said, to retard vegetation in the spring until the danger of frost is largely over.

In North Carolina a company recently organized by leading capitalists has purchased 10,000 acres of mountain land for a great fruit-growing enterprise.

The South is beginning to realize the possibility of utilizing its limitless opportunities for fruit-growing. These are illustrations.

"A new element has been growing and developing. The new element in business is world-old and its greatest advocates is the Man of Sorrows who moved the sodden world by his force of character and simple truths so plainly told that to this day we have not understood or realized the full meaning of them all."—W. P. Stark.

The Society for Horticultural Science will meet in Washington, D. C., December 29th in connection with the meeting of the American Association for the Advancement of Science. C. P. Close, College Park, Md., is the secretary.

TEXAS NURSERY COMPANY
SHERMAN, TEXAS

Offer for Fall and Winter 1911-12 a large
and well assorted stock

Are especially strong on one-year Peach,
two-year Pear and Apple, Shade Trees,
Teas Weeping Mulberry

Will be short on a number of items
Correspondence Solicited

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NEW YORK

P. O. Box 752, or 31 Barclay Street.
AMERICAN AGENTS for leading French,
English, Belgian and Holland Nurseries.

Write us for catalogues, stating what list you want

Have your customers kept their promise
to pay their bills at Easter? If not do not
wait; but send the claims to us. When we
remind them they will probably pay.

NATIONAL FLORISTS BOARD OF TRADE
56 Pine Street, New York

GREENBRIER, TENN

American Fruits Directory of Organizations

AMERICAN ASSOCIATION OF NURSERYMEN.

Officers—President, J. H. Dayton, Painesville, O.; Vice-president, W. H. Wyman, N. Abington, Mass.; Secretary, John Hall, Rochester, N. Y.; Treasurer, C. L. Yates, Rochester, N. Y.
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Programme—J. H. Dayton, Painesville, O.
Publicity—Orlando Harrison, Berlin, Md.
Exhibits—J. W. Schuette, 5600 Gravois Ave., St. Louis, Mo.
Arrangements—John Hall, Rochester, N. Y.; J. H. Dayton, Painesville, O.; F. A. Weber, Nursery, Mo.
Editing Report—John Hall, Rochester, N. Y.; Prof. John Craig, Ithaca, N. Y.
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Co-operations with Fruit Growers and Associations—J. M. Irvine, St. Joseph, Mo.
Trade Opportunities—Jefferson Thomas, Harrisburg, Pa.
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STATE AND DISTRICT ASSOCIATIONS

American Nurserymen's Protective Association—President, J. W. Hill, Des Moines, Ia.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.
American Retail Nurserymen's Protective Association—President, Charles J. Brown, Rochester, N. Y.; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.
Association of Oklahoma Nurserymen—President, J. A. Lopeman, Enid, Okla. Terr.; secretary, C. E. Garea, Noble, Okla. Terr.
Connecticut Nurserymen's Association—President Paul W. Hubbard, Bristol; Secretary, C. H. Sherman, Hartford.
Eastern Association of Nurserymen—President, W. C. Barry, Rochester, N. Y.; secretary-treasurer, William Pitkin, Rochester, N. Y. Meets annually in January.
National Association of Retail Nurserymen—President, E. S. Osborne, Rochester, N. Y. Secretary, F. E. Grover, Rochester, N. Y.
Massachusetts Nurserymen's Association—President, W. H. Wyman, N. Abington; Secretary, A. E. Robinson, Bedford.
Ohio Nurserymen's Association—President, J. W. McNary, Dayton, O.; secretary, W. B. Cole, Painesville, O.
Pacific Coast Association of Nurserymen—President, George C. Roeding, Fresno, Calif.; secretary-treasurer, C. A. Tonnison, Tacoma, Wash. Meets annually in June.
Pennsylvania Nurserymen's Association—President, Thos. B. Meehan, Dresher, Pa., secretary, Earl Peters, Mt. Holley Springs, Pa.
Southern Nurserymen's Association—President, W. A. Easterly, Cleveland, Tenn.; Secretary-treasurer, A. I. Smith, Knoxville, Tenn.
Tennessee Nurserymen's Association—President, A. J. Fletcher, Cleveland, Tenn.; secretary, G. M. Bentley, Knoxville, Tenn.
Texas Nurserymen's Association—President, J. R. Mayhew, Waxahachie, Texas; Secretary-treasurer, John S. Kerr, Sherman, Texas.
Western Association of Nurserymen—President, G. A. Marshall, Arlington, N. B. S. Secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets in July and December at Kansas City.

CHARLES DETRICE, SR.,

ANGERS, - FRANCE.
 Grower and Exporter of
 Fruit Tree Stocks, Forest Tree Seedlings,
 Rose Stocks, Shrubs, Vines and Con-
 ifers for Nursery Planting

Information regarding stock, terms, prices, etc. may be had on application to Mr. Detrice's sole representative for the United States and Canada:

JACKSON & PERKINS CO.

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10,000 Clematis paniculata 2 yr.

5,000 Philadelphus strong 3-4 ft.

1,500 Spires Aurea strong 3-4 ft.

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and a full line of Shrubs and Herbaceous Plants.

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HORTICULTURAL ORGANIZATIONS

American Apple Congress—Clinton L. Oliver, Denver, Colo.

American Association for Advancement of Science—L. O. Howard, Smithsonian Institute, Washington, D. C.

American Association of Park Superintendents—F. L. Mulford, Harrisburg, Ind.

American Carnation Society—A. J. F. Bauer, secretary, Indianapolis, Ind.

American Civic Association—R. B. Watrous, Washington, D. C.

American Federation of Horticultural Societies—Charles E. Bassett, Fennville, Mich.

American Peony Society—C. J. Maloy, Rochester, N. Y.

American Pomological Society—John Craig, Ithaca, N. Y.

American Society of Landscape Architects—Charles D. Lay, New York City, N. Y.

American Rose Society—Benjamin Hammond, Fishkill-on-Hudson, N. Y.

American Seed Trade Association—C. E. Kendall, Cleveland, O.

Canadian Horticultural Association—William E. Hall, Montreal.

Chrysanthemum Society of America—C. W. Johnson, Morgan Park, Ill.

Eastern Fruit Growers' Association—Nat. C. Frame, Martinsburg, Va.

Florists' and Nurserymen's Association of Montana—President, T. E. Mills, Helena; secretary-treasurer, J. W. Mallinson, Helena.

International Apple Shippers' Association—C. P. Rothwell, Martinsburg, W. Va.

International Society of Arboriculture—J. P. Brown, Connerville, Ind.

Mississippi Valley Apple Growers' Society—James Handly, Quincy, Ill.

Missouri Valley Horticultural Society—A. V. Wilson, Muncie, Kan.

National Apple Show—Ren H. Rice, Spokane, Wash.

National Council of Horticulture—H. C. Irish, Botanical Garden, St. Louis, Mo.

National Horticultural Congress—Freeman L. Reed, Council Bluffs, Ia.

National Nut Growers' Association—J. F. Wilson, Poulan, Ga.

Northwestern Fruit Growers' Association—E. R. Lake, Corvallis, Ore.

Ornamental Growers' Association—C. J. Maloy, Rochester, N. Y.

Northern Nut Growers' Association—Dr. W. C. Deming, Westchester, N. Y.

Peninsula Horticultural Society—Wesley Webb, Dover, Del.

Society for Horticultural Science—C. P. Close, College Park, Md.

Society of American Florists and Ornamental Horticulturists—H. B. Dorner, Urbana, Ill.

Western Fruit Jobbers Association—E. B. Branch, Omaha, Neb.

Western Montana Apple Show—Oct. 16-21, J. Breitenstein, Missoula, Mont.

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H. M. Simpson & Sons,
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In Large Quantities as Usual

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W. C. REED, Prop. Vincennes, Ind.

Leading Specialties for The Fall of 1911

Cherry, 2 year $\frac{1}{2}$ to 1 inch and 1 inch up. These are best Block we have ever grown
Cherry, one year, all leading varieties, strong on Sweets such as Bing, Lambert, Luelling and other Western sorts
Standard and Dwarf Pear, one and two year
150,000 Apple one year, strong on leading commercial sorts
10,000 Quince, one and two year
30,000 Plum, one and two year on Plum and Peach Roots
150,000 Peach, one year, all leading varieties
5,000 Norway Spruce 2 to 3 and 3 to 4 feet
Also general line of other stock. Personal inspection invited
Our Blocks of Cherry are among the largest in the country.
None better

Now is the time to figure
on your wants for Fall 1911

We are ready to quote lowest prices on **Ornamental Trees, Shrubs, and Tree Seedlings** for **FALL DELIVERY, 1911**. If in need of genuine **Catalpa Speciosa** or **Black Locust Seedlings**, write for prices. We have them in any quantity.

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Warsaw, Kentucky

French Nursery Stocks

Fruit Tree Seedlings and Ornamentals

Pear, Apple, Plum and Cherry and Angers Quince Cuttings grown for the American trade. Pear and Crab Apple Seeds. Most complete assortment of Ornamental Stocks, Trees and Shrubs. Orders solicited and booked now at low rates.

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Grape Vines

We offer for Fall of 1911 delivery
the Largest and Most complete stock of

GRAPE VINES

in strong grades for nurserymen's and
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We also have an extra fine block of

PRESIDENT WILDER CURRENTS

which have made a strong growth

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APPLE—1 and 2 year; heavy on York Imperial, Stayman's Winesap, Grimes Golden, Rome Beauty, and other standard varieties in 1 year old

PEACH—General assortment

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CALIFORNIA PRIVET—1, 2 and 3 year, in carload lots, fine

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CAROLINA POPLARS

NORWAY AND SILVER MAPLES

RHUBARB—1 and 2 year

We also have a general line of other stock. Send us your Want List. We need your orders
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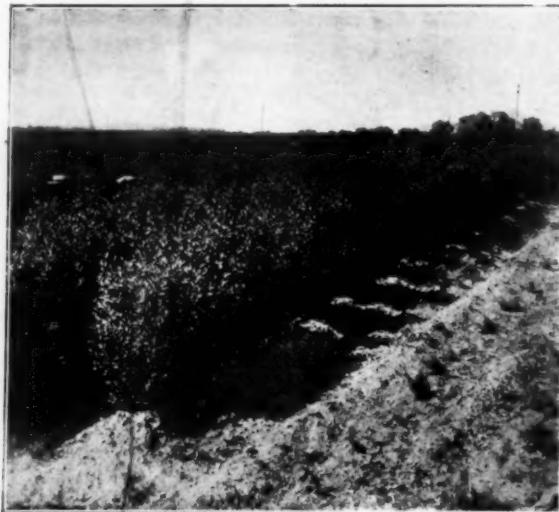
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PEACH TREES

3,333,333 Budded a Year Ago at Harrison's Nurseries

All these trees are of varieties that we carefully test in trial and fruiting orchards; we therefore know them to be of first quality and strictly reliable. We have over 100 varieties, 1-year buds as follows:

1 inch up,	7 to 8 feet
% to 1 inch,	6 to 7 feet
9-16 to 1/4 inch,	5 to 6 feet
1/2 to 9-16,	4 to 5 feet
3/8 to 1/2 inch,	3 to 4 feet
	2 to 3 feet

APPLE TREES

Apple trees that succeed—that are profitable to plant in home or commercial orchards—are our kind, and since you're interested in that sort, too, we'd like to talk it over with you.

We will have three million one-year budded apple trees—5 to 6 ft.

McIntosh	Red Astrachan
Baldwin	Early Harvest
Grimes'	Yellow Transparent
Stayman's	Rome Beauty
Stark	Winesap
Ben Davis	York Imperial
Gano	

and other leading kinds.

900,000 one-year grafts	
100,000 two-year buds and grafts	
Baldwin	Yellow Transparent
Rome Beauty	Red Astrachan
Winesap	Early Harvest
York Imperial	Ben Davis
N. W. Greening	Gano
Transcendent Crab	Duchess

and others—all well grown. Will have some one inch and up, extra grade trees.

PEAR, CHERRY, GRAPE, ETC.

Such fruits as pear, cherry, plum, grape, berries, vegetable roots, etc., are strong lines with us. We maintain trial and fruiting orchards, giving new varieties careful tests.

We will offer ten million Strawberry Plants next spring. Give us a call.

PEAR TREES

KIEFFER

50,000 Kieffer Pear, 2 year 1/2, 3/4, 1/4, and 1 in. 50,000 Kieffer Pear, 1 year, 4 to 5 ft.; 5 to 6 ft.

All on French roots—no finer grown.

BARTLETT

10,000 Bartlett, 3 year 3/4 and up and 1 inch up. No finer grown.

5,000 Bartlett, 2 year, 3/4 to 1/2; also Garber and Clapp's Favorite.

CHERRY TREES

30,000 2 yr. and 3 yr. Sweet and Sour Cherry; leading varieties, 3/4 and 1/2 in. 20,000 1 yr. Sweet and Sour Cherry.

QUINCE

2,000 Quince 1 year.

GRAPE VINES

16,000 Concord, 2 year, transplanted 10,000 Concord, 1 year, fine 10,000 Moore's, Early, 2 year transplanted Our grapes are in fine shape; the vines will please you.

ASPARAGUS ROOTS

100,000 2 year strong Asparagus roots 200,000 1 year, leading varieties; Palmetto Barr's, Conover's, Giant.

ORNAMENTALS

MAPLE TREES

You'll not find a finer lot of maples than we grow in our Nurseries at Berlin; our rich, loose soil encourages root formation, and each tree has plenty of room to grow. Your trade will be pleased with these trees.

NORWAY MAPLES

100 Norway Maples, 3 inches, 12 feet 1,000 Norway Maples, 2 inches, 10 to 12 ft. 12,000 Norway Maples, 1 1/2 inches, 10 feet 13,000 Norway Maples, 1 1/4 ins., 9 to 10 ft. 15,000 Norway Maples, 1 inch, 8 to 9 feet 110,000 Norway Maples, 3/4 inch, 7 to 8 feet Straight, smooth—no finer grown.

SUGAR MAPLES

1,000 1 1/2 inch, 10 feet 1,000 1 1/4 inch, 8 to 10 feet

SILVER MAPLES

1,000 Silver Maples, 3 inches, 12 feet 1,000 Silver Maples, 2 inches, 10 to 12 feet 2,000 Silver Maples, 1 1/4 inches, 9 to 10 feet 3,000 Silver Maples, 1 1/2 inches, 9 to 10 feet 4,000 Silver Maples, 1 1/4 inches, 9 to 10 feet 5,000 Silver Maples, 1 inch, 8 to 9 feet 10,000 Silver Maples, 3/4 inch, 7 to 8 feet

MISCELLANEOUS

1,000 Russian Mulberry, 8 to 10 feet 1,000 Catalpas, 8 to 12 feet 1,000 Box Elder, 2 inches 1,000 American Black Ash, 1 1/4 inches 1,000 Carolina Poplars, 1 1/4 inches 1,000 American Linden, 1 inch 1,000 American Elm, 1 inch

CALIFORNIA PRIVET

Buy your privet from Privet Headquarters—we have acres and acres of it in all sizes and all ages. Can make prompt shipment of any quantity. You can build a reputation for quality on such Privet as this.

CALIFORNIA PRIVET—Continued

5,000 8 feet, 4 year, 9 branches or more 6,000 7 feet, 4 year, 8 branches or more 25,000 6 to 7 ft., 3 year, 7 branches or more 50,000 5 to 6 ft., 3 year, 7 branches or more 60,000 4 to 5 ft., 3 year, 7 branches or more 70,000 3 to 4 ft., 3 year, 7 branches or more 75,000 3 to 4 ft., 2 year, 6 branches or more 70,000 2 to 3 ft., 2 year, 5 branches or more 165,000 18 to 24 in., 2 yr, 4 branches or more 160,000 18 to 24 in., 1 yr, 3 branches or more 155,000 12 to 18 in., 1 yr, 3 branches or more 50,000 6 to 12 in., 1 yr, 3 branches or more

BERBERIS THUNBERGII

50,000 2 year, 12 to 18 inches 5,000 3 year, 18 inches 1,000 4 year, 2 to 3 feet

ROSES

5,000 Baby Ramblers

RHODODENDRONS—2,000

AZALEAS—2,000

SPRUCE, ARBORVITAE, ETC.

There's a great deal in knowing how to grow evergreens successfully. We pride ourselves on the high quality of the product of this department of our Nurseries. Neither time nor money has been spared to procure the best, and the stock we offer is such as you may well be proud to sell your trade. It includes some choice importations from the leading European Evergreen specialists. Get in touch with us before you order your stock for next year.

NORWAY SPRUCE

500 6 feet	500 4 feet
500 5 feet	500 3 feet
50,000 2 feet	

KOSTER'S BLUE SPRUCE

1,000 2 feet	1,000 12 inches
1,000 18 inches	1,000 6 inches

COLORADO BLUE SPRUCE

50 3 to 4 feet	1,000 18 inches
1,000 12 inches	

HEMLOCK SPRUCE

100 2 to 3 feet	100 18 inches
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GLORY OF BOSKOOP

500 3 feet	500 2 feet
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PYRAMIDAL AMERICAN ARBORVITAE

1,000 4 feet	1,000 3 feet
500 2 feet	

BLUE CEDAR

500 4 to 5 feet	500 3 to 4 feet
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AMERICAN ARBORVITAE

100 3 feet	1,000 2 feet
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